

GRAIN DEALERS JOURNAL

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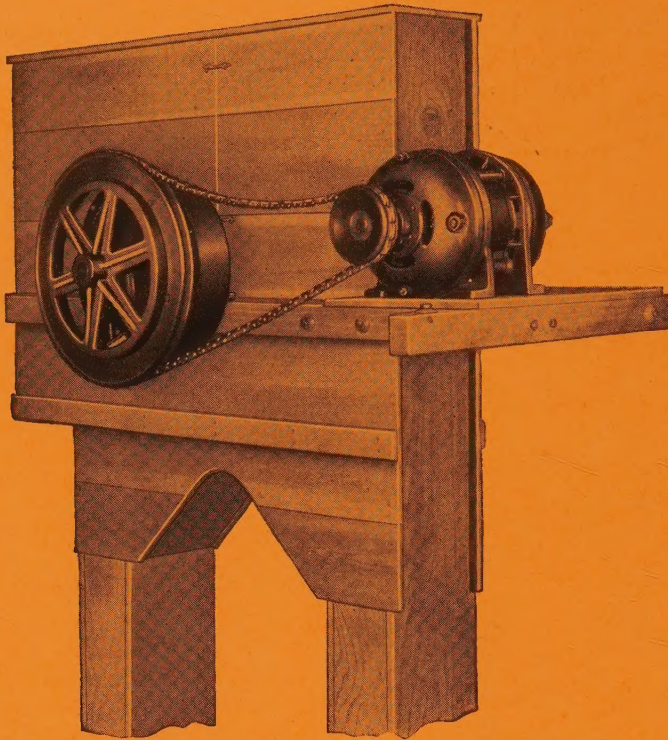
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HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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Hardeman-King Co., millers and grain dealers.*
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South Texas Grain Co., grain & feed.*

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Montgomery Grain Co., F. M., receivers and shippers.*
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Ernst Davis Commission Co., consignments.*
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Scully-Bishop Grain Co., consignments.*
Shannon Grain Co., consignments.*
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Wilser Grain Co., consignments.*
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Cowan Grain Co., grain, mill feed, seeds, hay.*
Hardeman-King Co., millers, grain dealers.*
Mid-State Grain Co., The, grain & feed mchts.
Winters Grain Co., grain merchants.

(Continued on next page.)

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Butler-Welsh Grain Co., milling wheat and corn.*
Crowell Elevator Co., receivers, shippers.*
Lucke-Gibbs Grain Co., consignments.*
Scouler-Bishop Grain Co., wheat, corn, oats.*
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Udike Grain Co., milling wheat.*

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Luke Grain Co., grain commission.*
Miles, P. B. & C. C., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Rumsey, Moore & Co., consignments.*

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Stites, A. Judson, grain and millfeed.*
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Stewart & Co., Jesse G., grain and mill feed.*
Walton Co., Sam'l, receivers and shippers.*

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Balbach, Paul A., grain buyers, all markets.

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Martin Grain Co., grain commission.*
Geo. C. Martin Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
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Schwarz Grain Co., receivers and shippers.*

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Wells Co., The J. E., wholesale grain.*

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There is no better time to adver-
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Writes the JOURNAL today.

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IRON CITY GRAIN ELEVATOR
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*Modern elevator facilities
at your command.*

Geo. E. Rogers & Co.

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You are likely to remain on top
in the struggle of the survival of
the fittest, if you advertise in
The Grain Dealers Journal

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Des Moines Elevator & Grain Co.

DES MOINES, IOWA
Terminal and 12 country stations. Capacity 1,000,000 bushels
We specialize in Oats and High Grade Corn
Oats sacked for Southern Trade.

LOCKWOOD GRAIN, Inc.

Des Moines, Iowa
We Buy and Sell
CORN and OATS

We have induced reliable advertisers to talk to you.
If they interest you, mention that you saw it in The

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Kansas City, Mo.

Specializing in Southwestern Corn

Wire Us for Prices

Capacity 5,500,000 Bushels

DAVIS-NOLAND-MERRILL GRAIN CO.

Board of Trade

Kansas City, Mo.

Operating

SANTA FE ELEVATOR "A"

6 000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.

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Operating Alton Elevator

CONSIGNMENTS

Future orders executed in all markets

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WHEAT
and
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Norris Elevator—Murray Elevator

CORN
and
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Mill Orders a Specialty

Consignments and Future Orders Solicited
KANSAS CITY, U. S. A.**SHANNON GRAIN COMPANY****CONSIGNMENTS**

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KANSAS CITY, MO.**Scoular - Bishop Grain Co.**

Kansas City

Consignments

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UHLMANN GRAIN CO.

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Operators of Katy Elevator, 2,300,000
bushels capacity, at Kansas City

A Service of 51 Years Handling Consignments and Futures

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BRANCH OFFICES—Wichita, Hutchinson, Salina, Great Bend, Dodge City, Liberal, Topeka, Independence, Concordia, Atchison, Hays, Kansas.
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Members**ST. LOUIS**Merchants Exchange
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GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

PICKER & BEARDSLEY COMMISSION CO.*"THE CONSIGNMENT HOUSE OF ST. LOUIS"***GRAIN, HAY, GRASS SEEDS, KAFIR, MILO****125 MERCHANTS EXCHANGE BLDG.****ST. LOUIS, MO.****LANGENBERG BROS. GRAIN CO.** St. Louis
Established 1877 New Orleans

If I take up the grain business again I sure will want your paper, as it is the best paper of its kind.—Gus Johnson, Ceresco, Neb.

DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

Kellogg Grain Co.

Receivers shippers of all kinds of grain.

The Conley-Ross Grain Co.

Wholesale Grain

Farmers Union Mlg. & Elev. Co.

*Wholesale Grain and Feed.
38th and Wynkoop Sts.*

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Houlton Connell Grain Co.

*Wholesale Grain.
Get in touch with us.*

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

AMARILLO

High Protein Wheat Center of the Southwest

The high altitude and favorable climatic conditions of the Texas Panhandle make it peculiarly well adapted to the production of High Protein Turkey Hard Winter Wheat as demanded by mills for baker's flour.

Large amounts of oats, barley, kafir and milo are also produced.

Amarillo, located in the center of this area, with excellent transportation facilities in every direction is well located to serve your needs.

Any of these firms are ready to serve you:

Kearns Grain & Seed Co.

J. N. Beasley Grain Co.

Great West Mill & Elevtr. Co.

Panhandle Grain Corp.

Central Grain & Elevtr. Co.

Henderson Grain Co.

Uhlmann Grain Co.

U. S. Strader Grain Co.

Hardeman-King Co.

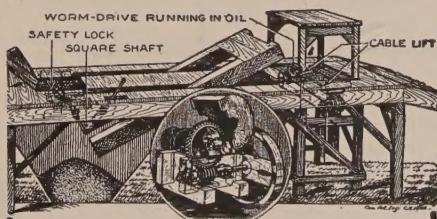
Kenyon Grain & Seed Co.

Texas Wheat Growers Association

Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal



NEWELL CONSTR. & MACHINERY CO.
Cedar Rapids, Iowa
Originators of the Electric Truck Dump

Use MUSGO

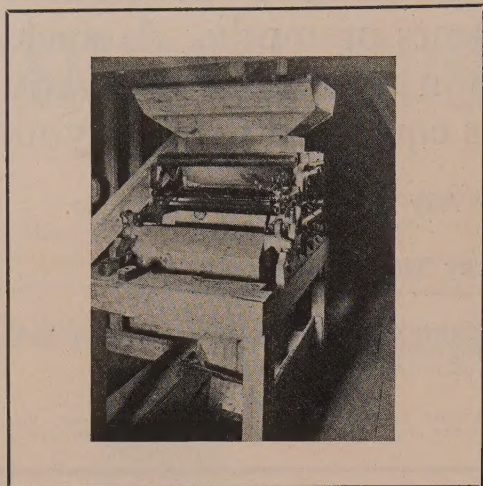
for the extermination of musty, sour, smoky, or objectionable odor on any kind of grain.

Inexpensive and easy to use.
Inquire

Musgo Manufacturing Co.
Board of Trade, Kansas City, Mo.

The Richardson Grain Shipping Scale

COSTS LEAST TO OPERATE!

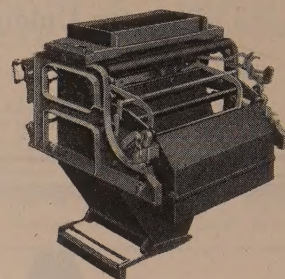


Installation of Richardson Grain Shipping Scale
at Farmers Elevator, Wann, Nebraska

Being automatic, a man does not have to be in constant attendance and has time—while the scale automatically weighs the grain to the car—to do other necessary tasks.

Because no special foundations are needed, there is no maintenance cost for leveling, waterproofing or repairing foundations and no time is lost. The Richardson is always ready to go!

If you haven't received catalog 1219, write our nearest office for your copy.



*Richardsons are built in capacities ranging from 30 bu. to 20,000 bu. hourly.
Accuracy guaranteed within 1/10th of 1%.*

RICHARDSON SCALE COMPANY

CLIFTON, NEW JERSEY

Wichita

Boston

Minneapolis

New York

Omaha

Gulfport

Chicago

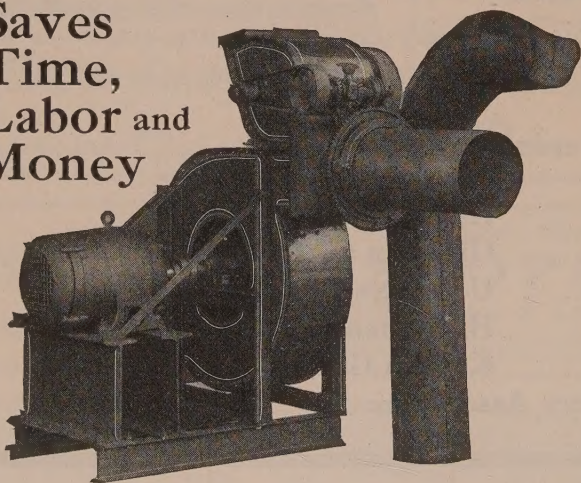
Pittsburgh

Los Angeles

See our advertisement in June 25 issue. Subject will be "....."

The KELSO Pneumatic GRAIN CLEANER and CAR LOADER

**Saves
Time,
Labor and
Money**



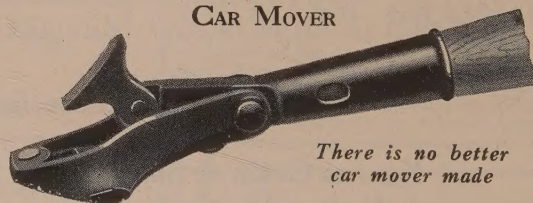
The KELSO loads and cleans the grain at one operation. This shortens the loading time and saves labor costs.

Why have a man get into a dirty, dusty car when this machine will do the work better, with a big saving in time. Automatic oscillating distributor prevents accumulation of dirt and dust in center of car. Machine will load any size car full. Equipped for either motor or belt drive. Write today for full details.

BEL-KEL MFG. CO., DECATUR
ILLINOIS

THE NEW BADGER

*Never-Slip
CAR MOVER*



*There is no better
car mover made*

moves more weight—faster

One man handles the heaviest railroad cars with ease with the New Badger Slip-Proof Car Mover. Compound leverage gives the New Badger a powerful pushing stroke. Due to its never-slip spurs, the New Badger does away with accidents. The New Badger grips the rail, securing a safe fulcrum point so there is no lost motion, no slipping back. Every elevator should be equipped with the NEW BADGER.

ADVANCE CAR MOVER CO.

Appleton, Wis.



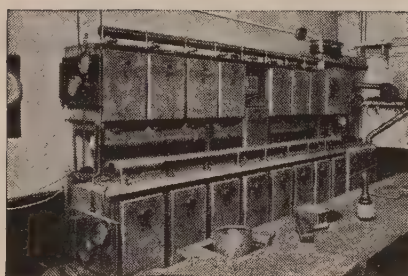
The Great Northern Elevators, X, S, and Annex, at Superior, Wisconsin. Barnett and Record, Minneapolis, designers and builders. Goodrich Grain Belts in service in this elevator are ten, twenty, and twenty-eight years old—and still going strong

Goodrich science adds years to the length of life of grain belts

GOODRICH grain belts reduce annual costs from 50 to 75 percent. The reason for this drastic economy feature lies in the special friction rubber, developed by Goodrich laboratories.

The need for special friction rubber lies in the nature of the service a grain belt is called upon to perform. The acid test of a grain belt lies in how long it keeps its life, how long it holds together, how long it keeps its waterproofness, and how it behaves under changing climatic conditions.

Goodrich science, therefore, was faced with a problem of making a belt that would last far longer than the ordinary belt,—longer, indeed, than is normally considered the lifetime of a belt. Special testing apparatus was produced. From these years of research came a belt that proves its economy by giving ten, fifteen, twenty, and in some cases, even twenty-eight, years of continuous service, in some of the most notable installations in the country.



How Goodrich Friction Rubber is tested for aging

Photo shows "life ovens" in Goodrich laboratory. By fine adjustment of atmospheric conditions in heated chambers, samples of belt friction rubber, within a period of seven weeks, are subjected to approximately the same deteriorating influence that would result from 20 years of normal aging and oxidation

CARIGRAIN

for horizontal belt conveyors

Extremely pliable under all temperatures—an easy belt to install. Cover retains waterproofness for years—especially important in tunnel conveyors. No shrinking or lengthening under changing humidities.

LEGRAIN

bucket belt for grain legs

Heavy duck resists tendency of bucket belts to pull. Holds together through long term of years. If desired, LEGRAIN belts can be provided with a rubber cover for use in bleacher leg service.

We will gladly send additional information on Goodrich grain belting. Write for catalogue 2700 to The B. F. Goodrich Rubber Company, Est. 1870, Akron, Ohio (in the West, Pacific Goodrich Rubber Co., Los Angeles, Cal.) or fill in the coupon below.

GDJ-3

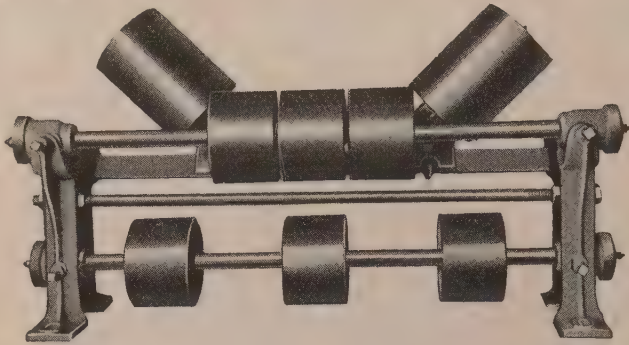
THE B. F. GOODRICH RUBBER CO.
Akron, Ohio (in the West, Pacific Goodrich Rubber Co., Los Angeles, Cal.).

Gentlemen: Please send me, without obligation to myself, catalogue 2700, on CARIGRAIN and LEGRAIN grain belting.

Name _____
Firm Name _____
Address _____
Kind of service _____



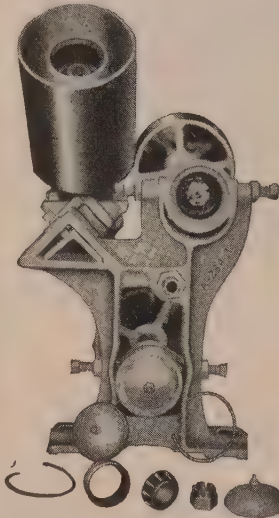
Goodrich



CONVEYING EQUIPMENT

Equipped with

TIMKEN ROLLER BEARINGS



IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

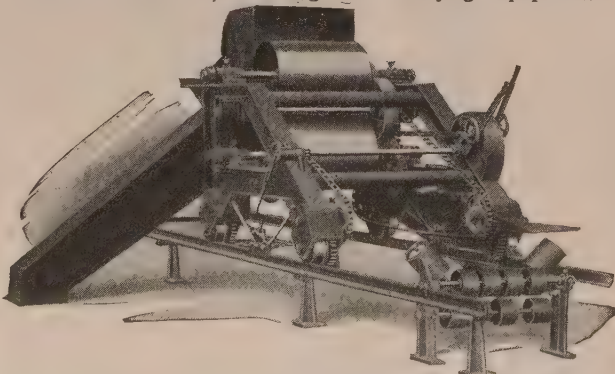
"EHRSAM"

Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

J. B. Ehrsam & Sons Mfg. Co. ENTERPRISE, KANSAS

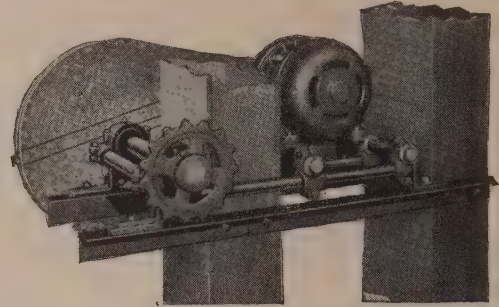
Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelled tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.

HINCKLEY DRIVES

Have Elevated More Grain Than All Other Types Combined



This Tremendous Popularity Is Due to Four Reasons

Practical Design — Highest Efficiency
Unexcelled Quality — Lowest Market Price

Exclusive Use of
Link-Belt Silent Chain
and
Hyatt Roller Bearings
Add Years of Service to the
Hinckley

Manufactured by

Link Belt Supply Co., Minneapolis
Minnesota

25 YEARS AGO

Automobiles, Radio, Aeroplanes, and THE ZELENY SYSTEM

were talked about but not generally considered practical. Today—instead of being a luxury they are a necessity, and the demand for them increases every year, but if our conditions were the same today as they were twenty-five years ago, what a life it would be.

Present day conditions of harvesting grain make

THE ZELENY SYSTEM

a desirable and necessary adjunct to every elevator having a capacity of a quarter of a million bushels or more. By installing

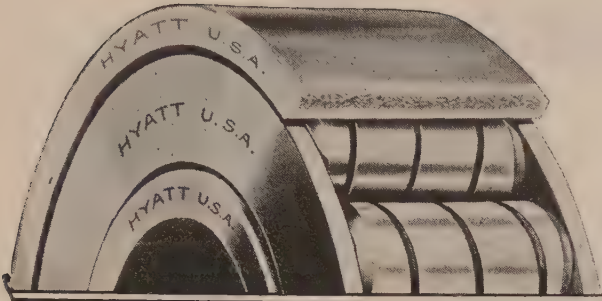
THE ZELENY SYSTEM

your handling facilities are made available for receiving and shipping grain rather than to determine the condition of it. Our catalog No. 6 contains a list of those who know, write for it.

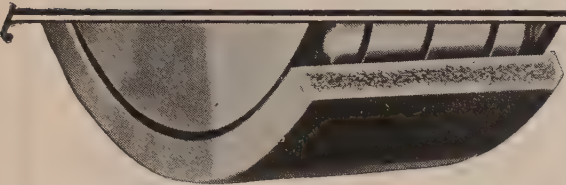
Zeleny Thermometer Company
542 S. Dearborn St. Chicago, Ill.

POOOR bearings bring more repair ills, perhaps, than any other single cause. Bearings that stick, drag and quickly wear, are a continuous source of trouble.

Forgetting the cost of replacements for the moment, figure the loss—in *time, production and profits*—while a machine or any other piece of equipment, sometimes tying up an entire section, is laid up for repairs.



Guard your equipment against bearing repairs



Hyatt Roller Bearings insure a constant circulation of oil over all bearing surfaces. No part of the bearing can possibly run dry.

This expense is needless. It can be easily eliminated by the installation of Hyatt Roller Bearings on all your equipment.

Equipment employing Hyatts is freed from bearing replacements. Because Hyatt bearings practically eliminate wear and keep the operating parts in perfect running order.

With Hyatt Roller Bearings encased in sealed housings the lubricant is kept in and dirt kept out. This assures longer life and freedom from constant lubrication.

It's really a simple job to have your equipment Hyattized and operating on a new high standard of efficiency. Most manufacturers build their products with Hyatt Roller Bearings as regular equipment, or can furnish these better bearings upon specification.

HYATT ROLLER BEARING COMPANY

Newark

Detroit

Chicago

Pittsburgh

Oakland

HYATT

ROLLER BEARINGS

PRODUCT OF GENERAL MOTORS

The Boss Air Blast Car Loaders Elevator Type

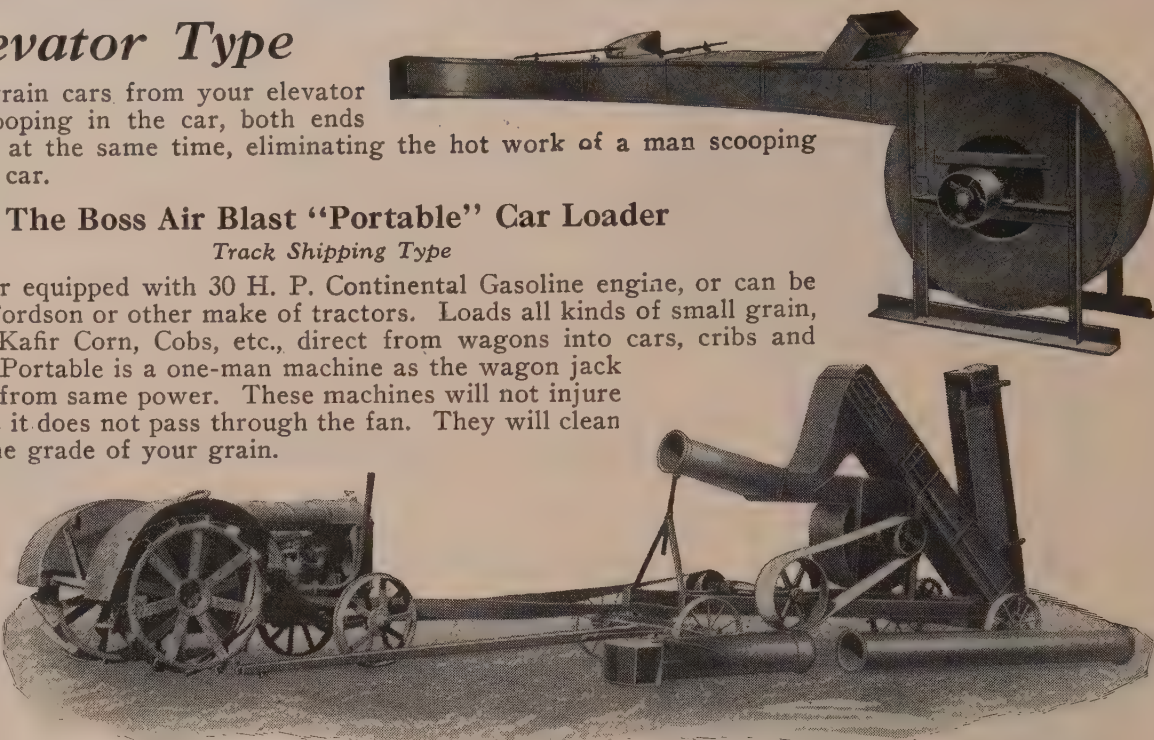
Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

The Boss Air Blast "Portable" Car Loader

Track Shipping Type

This Loader equipped with 30 H. P. Continental Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and bins. This Portable is a one-man machine as the wagon jack is operated from same power. These machines will not injure the grain as it does not pass through the fan. They will clean and raise the grade of your grain.

Write for Catalog F and prices and let us show you how these machines will make you money.



Maroa Manufacturing Co.

Maroa, Ill.

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President

A Legal Reserve Mutual Fire Insurance Company



CHANGES

about the plant—new machinery, new power units, a new addition, or perhaps just remodeling—usually influence the insurance rate. If you plan any changes and wish to maintain your rate as low as possible, through standard construction and installation methods, your insurance company should be notified.

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.
INDIANAPOLIS, INDIANA

J. J. Fitzgerald
Secretary & Treasurer
Indianapolis, Ind.

C. R. McCotter
Asst. Secy. and Western Mgr.
Omaha, Neb.

TRI-STATE MUTUAL
GRAIN DEALERS FIRE INSURANCE CO.
LIVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
OVER HALF A MILLION DOLLARS RETURNED TO OUR
POLICYHOLDERS IN 26 YEARS
ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.
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E. H. Moreland, Secretary

Selection of Risks

is essential to the security of an insurance company.

Selection of an Insurance Company

is just as essential to the security of an assured.

The "MILL MUTUALS" fulfill the most rigid requirements.

Write your insurance company or this office for details.

Mutual Fire Prevention Bureau

230 East Ohio Street
Chicago, Illinois

DIAMOND RUBBER CO. INDUSTRIAL NEWS

Diamond grain belts prove their economy by *extra years of service*

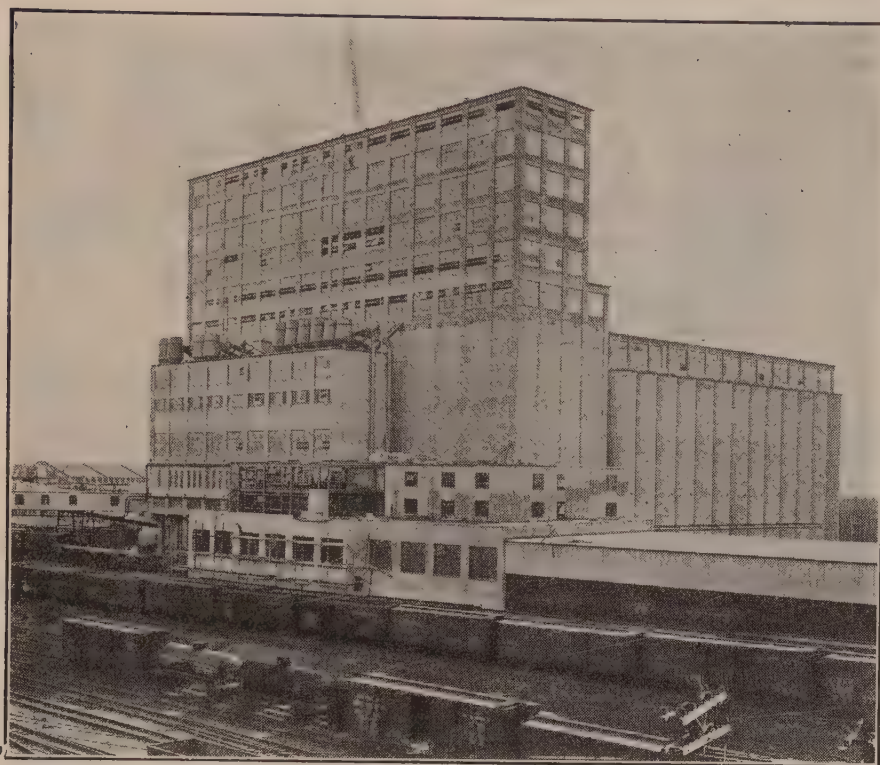


PHOTO shows the 3,800,000 bushel Terminal Grain Elevator of the B. & O. Railroad Company at Baltimore, Md., in which 9½ miles of Diamond Grain Belts, weighing 149 tons, were installed during the early part of 1925. This is one of the fastest grain handling plants in the world.

INITIAL cost is no measure of a grain belt's economic value. That must be reckoned in years of service.

That is why Diamond grain belts have attained their pre-eminent position in the grain handling centers of the United States. Their economic value has been proved through many years of service at Southern ports, at Eastern terminals, on the Great

Lakes, on the Pacific Coast, and in the huge granaries of the Middle West.

When you specify Diamond grain belts, you are specifying not only the *best*, but also the *most economical* belts for the handling of grain.

Write our nearest branch for detailed information and quotation. The Diamond Rubber Company, Inc., Akron, Ohio.

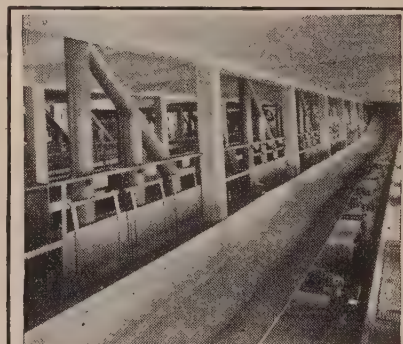


Photo shows interior view in the 3,800,000 bushel Terminal Grain Elevator of the B. & O. Railroad Company at Baltimore, Md. Photo shows typical Diamond belt installation over storage bins

THE DIAMOND RUBBER COMPANY, INC.
Akron, Ohio

Supplies the country from these eleven service centers

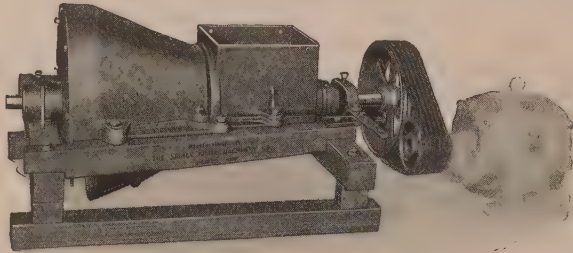
Akron - Atlanta - Kansas City - New York
Philadelphia - Dallas - Boston - Chicago
Los Angeles - Seattle - San Francisco

Diamond

RUBBER BELTING  HOSE • PACKING

Sidney Corn Shellers

Hyatt Equipped



Can Now Be Furnished with Tex-Rope Drive.

All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

Send for descriptive literature

The Sidney Grain Machinery Co.
Sidney, Ohio

Complete Equipment for Grain Elevators and Feed Mills

Saves Your Men—
Saves Time—
Increases Profits



Humphrey
Employees'
Elevator

Write—
Humphrey Elevator Co.
900 Division St.,
Faribault, Minn.

For European Markets

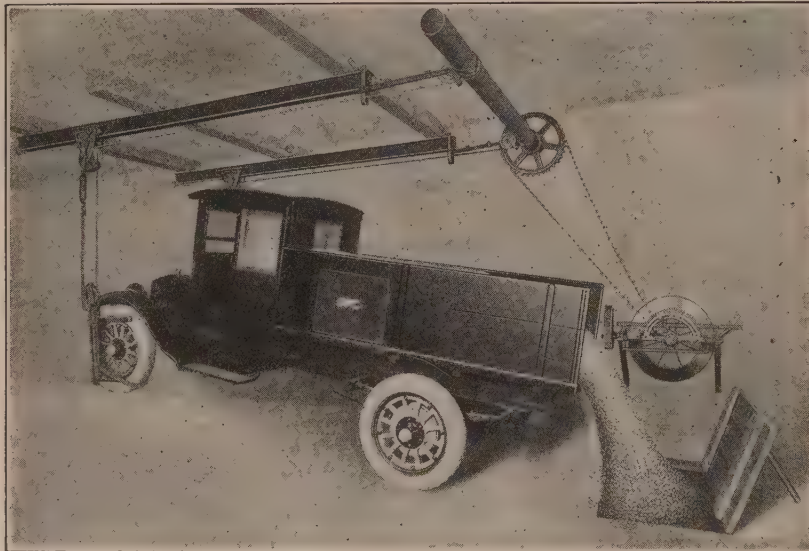
on grain, flour and feed products
best and most reliable information is
found in the daily

"German Grain Journal"

a sample copy of which will be
sent by

Verlag de Deutschen Getreide-Zeitung
Copenickerstr, 48/49, Berlin, S. O. 16, Germany

McMillin Wagon and Truck Dump



The Superiorities of the McMillin dump are so readily apparent to the man who is in need of equipment of this kind that a short investigation will sell the most skeptical.

One User sells many others.

Its being always ready for operation either by hand or power, and dumping from the shortest wagon to the longest truck in one single dump door, as well as dumping in additional dump doors should conditions demand:—its small amount of power required:—low cost of installation:—strength and durability: as well as perfect control in both raising and lowering vehicles,—are a few of the many superior points of advantage and are features which enable us to offer the best and most simple and most economical dump at a reasonable price, both in first cost, installation cost and cost of operation.

Circular fully describing detailed construction of this dump as well as the operation and giving plans for installation from which you can determine how this dump would fit in your driveway, will be mailed upon request.

Address

L. J. McMILLIN, 525 Board of Trade Bldg., Indianapolis, Ind.

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt
of price; or on trial to re-
sponsible parties. Has auto-
matic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



10,000 SHIPPERS
Are now using

TYDEN CAR SEALS

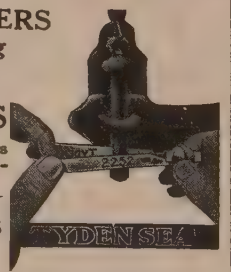
Bearing shipper's
name and consecu-
tive numbers.

Prevent
CLAIM LOSSES

Write for samples
and prices.

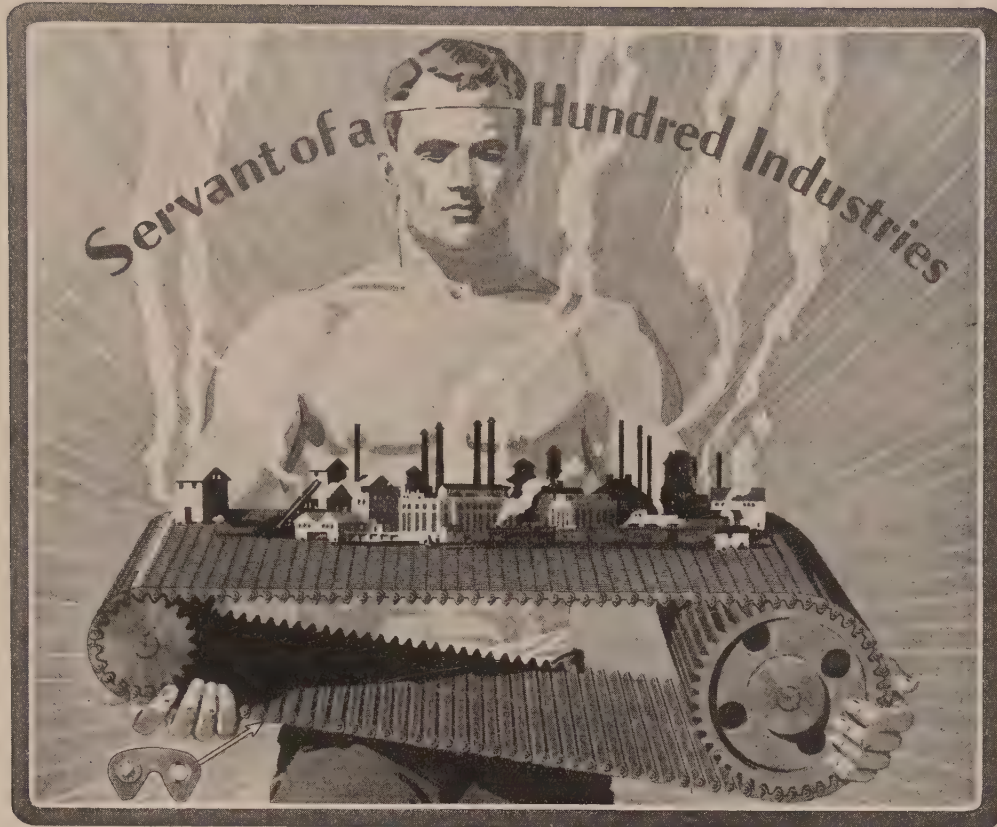
INTERNATIONAL SEAL & LOCK CO.

Railway Exchange Bldg., Chicago, Ill.



New HOTEL PÈRE MARQUETTE
400 Rooms
1 person, \$3 to \$5—2 persons, \$5 to \$8
400 Baths
Large sample rooms, \$4.50 to \$7.00
H. Edgar Gregory, Mgr.
Peoria, Illinois

Better Power Transmission



Known the world over as the efficient and economical means of transmitting power, Link-Belt Silent Chain is today upholding, in every industry, its reputation for being the ideal drive because it "stands the test of time" in service. ¶ Neither heat—nor cold—nor moisture—nor oil affects Link-Belt. Its action is positive under all conditions.



It delivers 98.2% of the energy of the prime mover (on actual test).

¶ Use Link-Belt Silent Chain Drives throughout your plant. Made in sizes from $\frac{1}{4}$ to 1000 H. P. and over. Drives $\frac{1}{2}$ to 60 H. P. carried in stock by distributors in many cities. ¶ Send for Link-Belt Data Book No. 125 and Stock List No. 725.

3600

LINK-BELT COMPANY

Leading Manufacturers of Elevating, Conveying, and Power Transmission Chains and Machinery

CHICAGO, 300 W. Pershing Rd. INDIANAPOLIS, P.O. Box 85. PHILADELPHIA, 2045 W. Hunting Park Ave. SAN FRANCISCO, 19th and Harrison Sts.

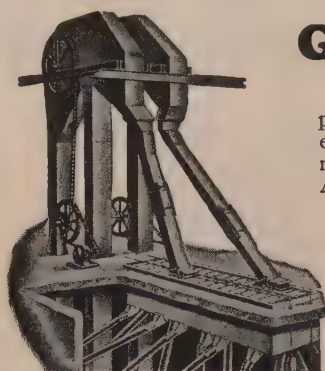
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Atlanta - - - - 511 Haas-Howell Bldg.	Cleveland - - - - 527 Rockefeller Bldg.	Louisville, Ky. - - - 349 Starks Bldg.	Portland, Ore. - - - - 67 Front St.
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H. W. CALDWELL & SON CO.—Chicago, 2410 W. 18th St.; New York, 2676 Woolworth Bldg.

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LINK-BELT

SILENT CHAIN DRIVES



NEW GERBER DOUBLE DISTRIBUTING SPOUT
Sold with or without steel spout frame. Also made for single, triple and quadruple leg.

Gerber Double Distributing Spout

Our New Gerber single, double, triple and quadruple distributing spouts are the only practical spouts for elevator legs of one, two, three or four stands. All legs can be used to elevate into one bin or car at the same time, or can be used separately. Only one spout is required to run from distributors to each bin. You have full control of your distributing. All spouts are operated from working floor, absolutely eliminating any mixture of grains.

Grain Elevator Equipment

Get your elevator in order before the new crop starts to move. We can quote attractive prices on the best of everything in the grain elevator equipment line. Write us for catalog H-3.

James J. Gerber

126 Sixth Ave. S.

Minneapolis, Minn.

Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars
Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

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DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

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Dust Collecting Engineers

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JAS. H. BROWN CO.

621 South 3rd Street

CONCRETE ELEVATORS

MILLS

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WAREHOUSES

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Engineer and Contractor of

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Any Size or Capacity

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GRAIN and COAL ELEVATORS T. E. IBBERSON CO.

CONTRACTING ENGINEERS
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Elevators, Mills, Warehouses

Designed, Built, Repaired

Estimates Cheerfully Furnished

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Western Engineering Co.

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*Contractors and Builders of
Grain Elevators that more
than satisfy the most critical.*

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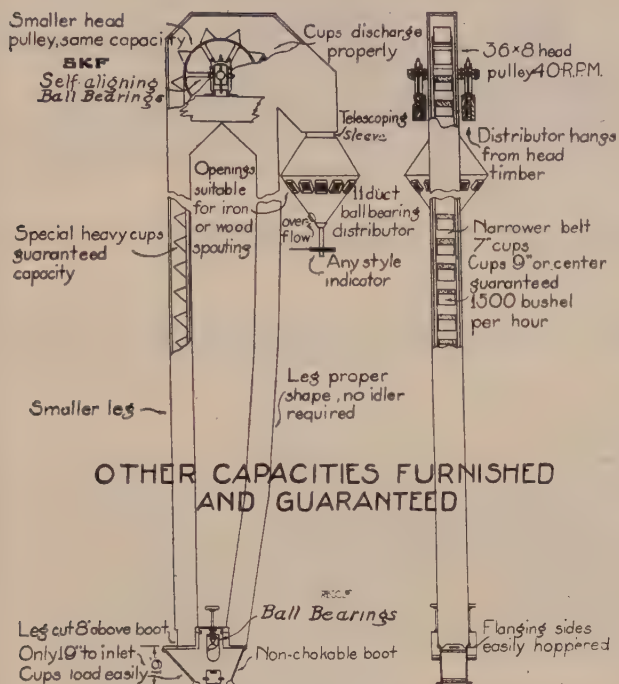
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Your Message

Let the Grain Dealers Journal your message bear
To progressive grain dealers everywhere.

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OUR GUARANTEED CAP. ELEVATOR LEG



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Grain Elevators, Transfer Houses,
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**"If Better Elevators are Built
They will STILL be Youngloves"**

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418 Iowa Bldg.,
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Box 1172
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RELIANCE Construction Co.

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Designers and Constructors
of the better class of grain elevators
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Tell us what you need for your elevator
and we will tell you where to get it.

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elevators have won the confidence of discriminating grain dealers for long and economical service.

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Specialists in
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Our elevators stand every test
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Estimates and information promptly furnished

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ELEVATORS—FEED MILLS WAREHOUSES CHALMERS & BORTON

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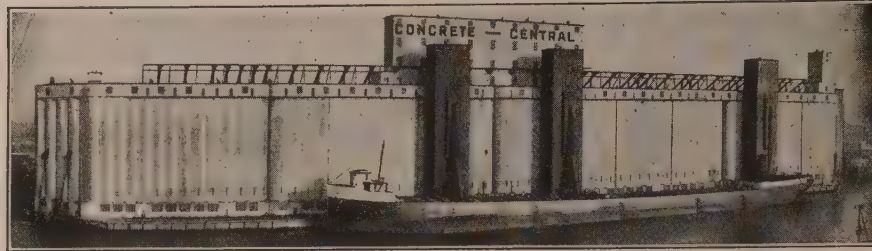
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of Grain Elevators, Flour Mills
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Board of Trade Bldg. Kansas City, Mo.
It Pays to Plan Before You Build

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

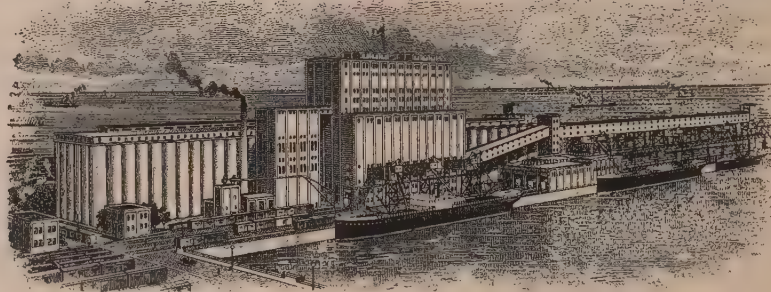
Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo,
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Capacity
4,500,000 Bushels

Designed and Built by
Monarch Engineering Company
Buffalo, N. Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

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ENGINEERS AND CONTRACTORS
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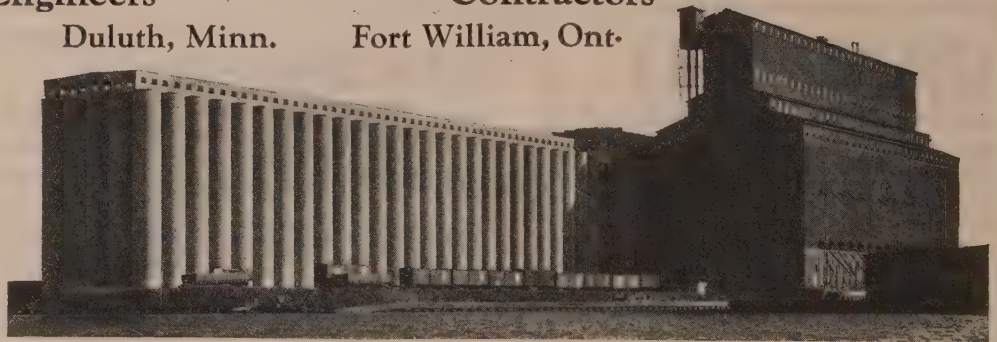
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Designed and Built
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Grain Storage Annex
to Great Northern
Elevator "S"
Superior, Wis.



Illinois Central Railroad, Owners
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Capacity, 1,000,000 Bushels

Designed and Built by

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Santa Fe Elevator "A"

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Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

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33 Henrietta Street, Strand, London, England



International Milling Company

Buffalo, New York

Capacity 2,300,000 Bushels

Another storage unit is now under construction by us
which will make total capacity 3,500,000 bushels.

Jones-Hettelsater Construction Co.

Grain Elevators, Flour and Feed Mills

600 Mutual Bldg. Kansas City, Mo.



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for Grain Elevator, Silo
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Manufactured and Sold by

NELSON MACHINE CO.

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Elevator "L"
Minneapolis

Designed and Built by

McKENZIE-HAGUE CO.

Minneapolis, Minn.

FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors

Fort William, Ont. Minneapolis, Minn.



N. M. Paterson Co., Ltd.

2,500,000 Bu. Elevator

Fort William, Ont.

DESIGNED for the years
ahead—an advance we propose
to maintain.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

INDIANA—40,000 bus. capacity elevator for sale; iron clad; good condition. W. G. Sweet, Royal Centre, Ind.

NORTH DAKOTA—Three elevators to be sold cheap for quick disposition. Address Gross Grain Co., Oakes, N. D.

KANSAS—20,000 bus. elevator in good wheat country for sale. For information see or write, W. H. Hines, Elmo, Kans.

KANSAS elevator for sale—At one-third original cost. For information write Cambridge State Bank, Cambridge, Kan.

Some **SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

NEBRASKA grain elevators for sale at a bargain in South Eastern and Central part of state. Wheat prospects 100%. Duff Grain Co., Nebraska City, Nebraska.

SOUTH DAKOTA—Grain elevator for sale. Electrically equipped, in first class condition; ample territory in good grain belt; a real buy. Write F. A. Kohlhoff, Stratford, S. D.

CENTRAL NEBRASKA—Elevator feed and coal business for sale. 50,000 bus. capacity; truck scale and dump. In good territory. Write 62J11, Grain Dealers Journal, Chicago, Ill.

SOUTHWESTERN MINN.—New cribbed elevator doing good business grain, coal, feed grinding. \$10,200 and invoice worth \$15,000. Write Utoft Grain Company, Tyler, Minn.

IOWA—60,000 bushel capacity elevator for sale; handling about 200,000 bushels yearly. Good town and railroad. \$12,500.00. Address 62K4, Grain Dealers Journal, Chicago, Ill.

FOR SALE—CHEAP

CHICAGO TERMINAL ELEVATORS. CAPACITY, 125,000 BUS. WRITE 62C7, GRAIN DEALERS JOURNAL, CHICAGO.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

ELEVATOR at Chickasha, Okla., at bargain. Frisco trackage. In first class condition. Reason for selling—retiring. S. J. Goldsmith, care C. F. Prouty, Grain Exchange Bldg., Oklahoma City, Okla.

KANSAS—Modern elevator located in best grain county for sale. Doing good volume grain, coal, and feed business. Also smaller elevator at nearby station handled under same management. Crop prospects 100% perfect. Good reason for selling. Address 62J22, Grain Dealers Journal, Chicago, Ill.

KANSAS—14,000 bus. grain elevator for sale; built in 1927; electric power; cleaners; feed rolls; hopper scales, etc. Concrete warehouse and office, ample switches and ground. Doing a good grain and coal business. Present prospects for growing crop never better. L. D. Flanagan, Dodge City, Kans.

ELEVATORS FOR SALE.

NORTH CENTRAL KANSAS—8000 bus. elevator for sale or trade; on R. I. Write 62J10, Grain Dealers Journal, Chicago, Ill.

WESTERN KANSAS—Three elevators for sale, main line railroad, prospects are fine. Write 62H5, Grain Dealers Journal, Chicago, Ill.

KANSAS GRAIN FIRM, nationally known, going good, will sell several country elevators. Write 62H4, Grain Dealers Journal, Chicago, Ill.

SOUTHWESTERN IOWA—Excellent 16,000 bus. iron clad elevator with feed and coal. Electrically equipped. Priced to sell. Address Garver Grain Co., Clearfield, Iowa.

CENTRAL NEBRASKA—Elevator, coal and feed business, 15,000 bus. capacity; concrete construction; in best grain territory. Write 62H9, Grain Dealers Journal, Chicago, Ill.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

SOUTHERN MINN.—Good cribbed elevator, doing good business in grain, feed, coal and feed grinding. \$11,000 and stock invoice. For information write 62H7, Grain Dealers Journal, Chicago, Ill.

SOUTH DAKOTA—Four modern elevators for sale at good South Dakota points. Two have lumber yards in connection but will sell with or without lumber yards. Address 62K13, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS—Three first class grain elevators in the best grain territory. All equipped with motor power. Will sell or trade for good Illinois or Iowa land. Write 62H12, Grain Dealer Journal, Chicago, Ill.

MISSOURI—15,000 bushel elevator for sale; frame; iron-clad; cribbed; built in 1923; also brick warehouse 30x80. Good condition. Fine location on paved street, state highway and switch track. Will sell separate or together. Terms, if desired. Hughes Bank, Richmond, Mo.

DORIS, IOWA—10,000 bus. iron clad elevator, feed room and coal shed combined. Built in 1921; on Illinois Central R. R. Also partly modern 6 room house. This is an exceptionally good grain center. Will sell cheap for quick sale. Address Mrs. F. B. Maynard, R. R. 6, Independence, Iowa.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS WANTED

WANTED—To trade 80 acres east Kansas land for elevator at good grain point. Box 95, Elwood, Nebr.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

BUSINESS OPPORTUNITIES

FEED, Coal and Milling Business for sale; electrically operated; right price; no trade. Write Bert Rowe, Kent, Ill.

COAL BUSINESS in a real live eastern Iowa city; big business and small investment with fine location. Address 62F1, Grain Dealers Journal, Chicago, Ill.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

FEED AND COAL BUSINESS, fine location and doing exceptionally good business; handle all coal by electricity; also two resident homes; thirty miles west of Chicago. Write 62E14, Grain Dealers Journal, Chicago, Ill.

KANSAS—In the garden spot of Kansas, 18,000 bu. elevator and coal business for sale, in wheat and corn territory. Modern equipment. Big shipments. No competition. Good town, schools and churches. A good proposition. Address 62K1, Grain Dealers Journal, Chicago, Ill.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

OREGON PLANTS—Complete 300 bbl. Water Power Flour Mill and 50 ton feed plant with two separate elevators want active man with \$100,000 capital to increase business. Prefer good reputable business man to take charge of office management. Business doing over \$300,000 annually, could double with added capital. Pleasant town and excellent school conditions in the Heart of Willamette Valley. Write Box 248, Corvallis, Oregon.

CENTRAL OHIO—Old established grain, coal, feed, seed and hardware business for sale. Located on main line of Penn. R. R. Has storage space for 11,000 bus. grain, 7 cars coal. Well equipped feed grinding plant in connection. Plant is motor driven throughout, is located in first class territory and has always proven a money maker. Will be sold on easy terms. For detailed information write 62J23, Grain Dealers Journal, Chicago, Ill.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

HELP WANTED

WANTED—A good live elevator manager between 25 and 45 years of age. A good mixer and capable of handling elevator side lines. Salary \$125.00 to \$150.00 per month to start. Write 62J5, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED.

WANT POSITION—as manager of grain elevator and feed business. Twenty years of successful experience and A1 reference. J. F. Decker, Lebanon, Ohio.

MILL AND ELEVATOR mgr. desires position. 17 yrs. exper. handling terminals and merchandising grain in southwest; best ref. Write 62K19, Grain Dealers Journal, Chicago.

WANT POSITION as manager of Farmers or Independent Elevator. Eighteen years' experience Northern Iowa and Southern Minnesota. Can go at once. G. Deeg, Lismore, Minn.

WANT POSITION as manager of Farmers Elevator. Have had 18 years experience. Good references. Followed the grain business from seeding to export. Will go any place but prefer Nebraska, Kansas, Oklahoma or Texas. Can handle all side lines except timber. Address 62K5, Grain Dealers Journal, Chicago, Ill.

SUCCESSFUL AND EXPERIENCED farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

PRACTICAL GRAIN MAN with 20 years' experience managing elevators in Illinois for Farmers Elevators, Line Companies, and private individuals, desires position. Thoroughly capable and reliable, excellent references, have also solicited consignments. Write 62J16, Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE.

FOR SALE CHEAP—Five bushel, 1,250 bushels per hour, Richardson Automatic Scale; f. o. b. South Dakota point. Write Richardson Scale Co., 312 Corn Exchange, Minneapolis, Minn.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE CHEAP—Ten bushel, 1250 bus. per hour, Richardson Automatic Scale. Only dumped 560,000 bus. Reason for selling, not using the elevator. Also 15 in. rubber belt with 14 in. cups on good as new. Write 62J19, Grain Dealers Journal, Chicago, Ill.

Purchase and Sale Contracts

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly total columns, and ascertain whether he is long or short.

The left hand pages are devoted to—Purchased; the column headings being: Date; From Whom; Bushels; Grade; Delivery. Price; By Whom Bot; How; and Remarks.

The right hand pages show—Sold, under which the following information is recorded: Date; To Whom; Bushels; Grade; Shipment; Price; By Whom Sold; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8½x14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$3.00.

Send all orders to

GRAIN DEALERS JOURNAL
309 S. La Salle St. Chicago, Ill

PARTNER WANTED

PARTNER WANTED—One who will invest substantial amount in line of elevators located in eastern Illinois paying good returns. Address 62K24, Grain Dealers Journal, Chicago, Ill.

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

SCALES WANTED.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

MOTORS FOR SALE.

FOR SALE—100 H. P., 3 Phase A. C. Westinghouse Motor, 1 No. 5A Ball Bearing Monitor Cleaner, 1 No. 5 Millers Special Williams Mill, also large size Williams Hammer Mill. Write Durant Feed Co., 131 S. 2nd, Durant, Okla.

FOR SALE—One slightly used Fairbanks-Morse, 20 H.P. Induction Motor, 3 phase, 60 cycle, 220 volt, with starting box. Priced right for quick sale. Address Farmers Co-op. Elev. Co., Albert City, Iowa.

ELECTRICAL MACHINERY—Motors and Generators, A. C. and D. C. for sale at attractive prices. Large stock of new and rebuilt motors, starters, generators and switchboards on hand at all times. Write for our Stock List and Prices. Send us your next motor repair job for prompt repairs at reasonable prices. V. M. Nussbaum & Co., Fort Wayne, Ind.

Bargain Sale in Soiled and Shelf Worn Books.

Weighing grain in car lots without hopper or platform scales by Fred P. Miller. One slightly damaged copy at half price, 75c. Order "Miller Special."

Two Railroad Claim Books for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

Gold Bricks of Speculation, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago

GRAIN DEALERS JOURNAL.
309 So. LaSalle St., Chicago, Ill.

HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

Clark's Fractional Values table is on heavy cardboard, 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels by ten bus. breaks at ¼, ⅓, ⅔, ⅕, ⅙, ⅚ and ⅞ cents. The number of bushels is shown in red and the value in black. Price 25 cents.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

Purchase and Sale Contracts give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

Clark's Freight Tables: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 15c, 3 for 40c.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

Clark's Decimal Grain Values save time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$4.00. Weight 1½ lbs.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL
309 So. LaSalle St., Chicago, Ill.

You Can Sell—Your Elevator

by advertising directly
to people who want to
buy, by using a

Grain Dealers Journal
Want Ad.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....

MACHINES FOR SALE.

FOR SALE—Car loader, air blaster, new, very best on the market, reasonable. Write or wire 502 Waldheim Bldg., Kansas City, Mo.

FOR SALE—300 Salem and Buffalo elevator buckets, 6x18, in good condition and at a low price. The Riebs Co., 407-9 Mitchell Bldg., Milwaukee, Wis.

FOR SALE—Union Special, Type "L", motor driven, bag closing machine. Write or wire STANDARD MILL SUPPLY COMPANY, 502 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Complete grinding outfit consisting 1—45 H. P. stationary Rumley engine. Good as new. 1—No. 3 hammer mill never been used also shafting, pulleys, pumps, etc. Farmers Elevator Co., Hornick, Iowa.

ATTRITION MILL PLATES

3 sets new plates for 20" Monarch mill; 2 sets new plates for 20" Robinson Attrition mill. L. F. Perrin, Box 375, Pt. Huron, Mich.

FOR SALE—18 inch Monarch Attrition Mill, 10-h. p. motors, 2-phase, 60 cycle, alternating current, 220 volts; excellent condition; a bargain at \$200.00. Write C. B. Crumpacker, Afton, Iowa.

NEW AND USED MACHINERY FOR SALE.

One 22-in. double head Bauer ball bearing motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

SECOND HAND ELEVATOR MACHINERY

1 Globe truck dump.
1 Four bus. Richardson automatic scale.
1 Hall signaling distributor "10."
1 Van Ness safety man lift.
1 Complete single rope drive with 26 in. plain swinging tension.
1 60 in. wood split pulley.
2 36 in. wood split pulley.
1 28 in. wood split pulley.
1 32" 14, steel pulley 1 15/16 bore.
1 36" 14, steel pulley 1 15/16 bore.
30 ft 1 15/16 steel shafting.
Trego County Co-op. Ass'n, Wakeeney, Kan.

NEW AND USED MACHINERY.

1 Boss Car Loader, 1 Bag Piler, 1 2-bu. Fairbanks Automatic Scale, 100-lb. Fairbanks Bagging Scale, Hopper Scales, Floor Scales, No. 2 J. B. Direct connected Hammer Mill, No. 2 Miracle Ace Mill, 1 Cob Blower, 1 Hughes Slow Speed Hammer Mill, 20,22,24" Direct Connected Attrition Mills, 18 Baur Bros. Motor driven attrition Mill, Spiral steel conveyor, 35" Victor Water Wheel, 26" Sampson Water Wheel, 25 and 50-bbl. Midget Mills, Motors, 25 h.p. Type Y Fairbanks Engine, New Combined Corn Cracker and Grader, 1 Combined Wheat and Corn Cleaner, 1 Carter Disc Separator, Roller Mills for Crushing Oats and Barley. A few large Pulleys. We can supply plans and a full line of new and used machinery for Elevators and Feed Mills. Write your wants. A. D. Hughes Co., Wayland, Mich.

CONVEYOR SPECIALS.

Screw conveyors—1100' 12" Steel Boxed; 2 80', 1 100' 16".
Bucket conveyors—1 40' C-C; 1 15' C-C; 1 63' C-C; 1 57' C-C Steel Encased, including boots and drives.
Apron or pan conveyors—2 100' and 1 40' C-C 48" wide.

Belt conveyors—24" wide, 2000' various lengths. Complete with troughed idlers, gears, guides, take-ups, head and tail pulleys, etc., but no belting.

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309 So. La Salle St., Chicago, Ill.

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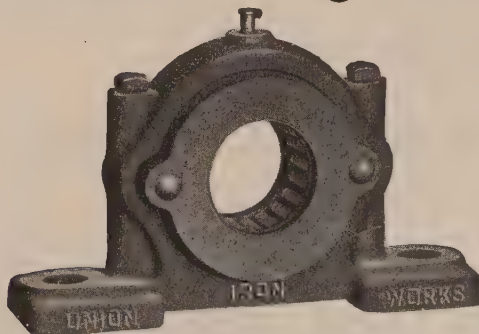
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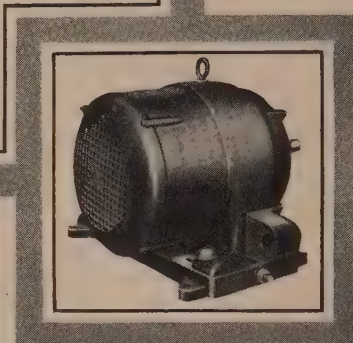
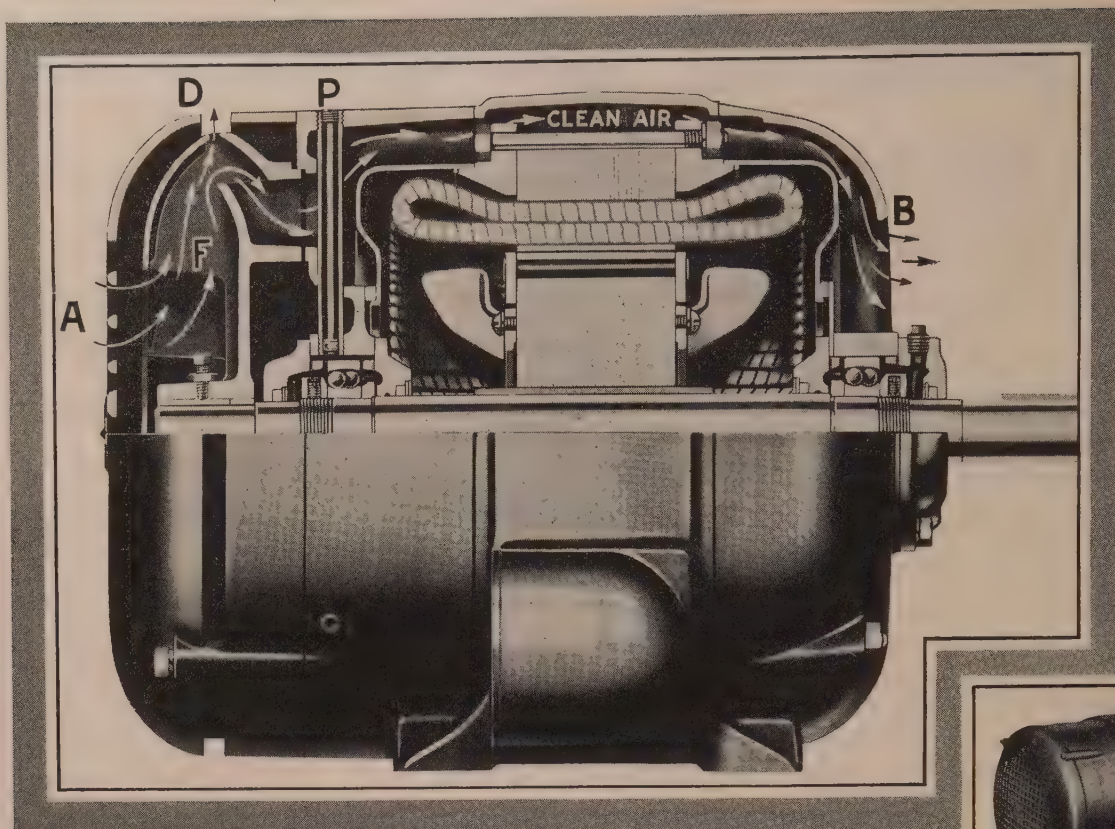
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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, MAY 25, 1929

WHAT is to become of the Board of Review when appeals from grading in all markets are made as in Kansas City, to a local appeals committee?

THE COSTLY EXPERIENCES of many dealers in the corn belt with verbal contracts for corn should cause every elevator operator to take the precaution of writing all contracts for grain.

FAT PICKINGS in dockage are anticipated by terminal elevator operators of the Northwest, the recent continued cool weather being favorable to the growth of wild oats and other weeds.

IN THESE DAYS of sharp competition every elevator operator needs a rapid handling house that will handle the maximum offering expeditiously and with a minimum expense for labor and power.

CONCENTRATION of rolling stock in Southwestern yards is the move now under way by the railroads in order to expedite the heavy movement at the opening of wheat harvest. Harvest is expected to be slightly in advance of the normal time.

THE IMMENSE WHEAT CROP now assured for the Southwest is causing dealers feverishly to put their houses in condition to handle a rapid movement. The combine has made slow and antiquated machinery seek the scrap heap. All new houses are equipped to load cars as fast as the railroads will supply them.

REPORTS FROM Idaho and the Pacific Northwest indicate that the combine is at work in that territory conspiring to make the grain handlers and the railroads work twenty-four hours a day.

SENATOR CAPPER'S efforts to reduce grain freight rates seem to have been very successful in hammering down the price of wheat in America and in Europe for the benefit of the foreigners.

THE CONFEREES of the Senate and House seem unable to agree on the debenture plan so the Farm Agitators may lose the much coveted revolving fund, which was expected to bring relief to so many of them.

UNPRECEDENTED ATTENDANCE at the Southwestern conventions this year show a growing interest on the part of grain dealers in ass'n work and an appreciation of the advantages their ass'ns bring them.

THE CONVENTION reports published in this number contain many discussions of grain trade problems that should prove intensely interesting and helpful to every grain elevator operator willing to profit from the convictions of others.

THE DEBENTURE plan of export subsidy was given an endorsement before the Senate Com'te by two employes of the Bureau of Agricultural Economics. Altho they stated that they spoke for themselves and not for the Department of Agriculture it does not seem fit that as employes of the executive branch of our government of which the President is the head they should give expression to ideas that ignore Mr. Hoover's ten points against the debenture raid on the treasury.

THE ATTENDANCE at the business sessions of the recent Conventions has been unusually good, indicating quite clearly that the grain dealers have come to the conclusion that they must keep posted and profit so far as possible by the experiences of their brother dealers if they are to continue in the business. Our bankruptcy courts prove conclusively that there is a right and a wrong way of conducting every business and many dealers are so busily engaged trying to do business the wrong way that our courts are unnecessarily cluttered with cases showing many bad practices still to be in vogue.

COUNTRY BUYERS generally have come to recognize the folly of paying more for grain than is justified by the nearest market. As a rule competitors find it necessary to sell the grain they buy in the same terminal and generally are forced to accept the same price paid competitors, so it is folly to attempt to conduct a grain shipping business on a narrow margin with the faint hope that some profit may be realized from the increased volume of business handled. Overbidding contests send so many dealers to the sheriff each year, one has every right to expect buyers to start the movement of each crop to market with greater caution. We sincerely hope that every reader of the Journal will peruse carefully the discussion of "Cultivating Your Competitors" which appears in our report of the Kansas meeting.

IT SHOULD be a comparatively easy matter for the members of any state organization to locate the cause of shortages in any market. The Illinois Ass'n has collected so many complaints from its members regarding shortages at specific unloading points that there must be some cause for complaint. Grain shipped by the members to hundreds of other elevators does not result in a shortage. With reports from such a large number of shippers it should be a comparatively easy matter to detect the terminal scale that is out of order.

A BILL pending in the Minnesota legislature would limit the length of trains to 2,640 feet, or about 59 cars. In Colorado a bill has been introduced to limit freight trains on grades of less than one per cent to 65 cars, and over that to 55 cars. The effect would be to increase every expense. More locomotives would have to be built, the round houses enlarged, and all to accomplish the sole purpose of having more trainmen employed. In Minnesota alone the train limit would add \$6,000,000 annually to the cost of operating trains.

BARLEY for feed officially graded No. 2 by federal licensed inspectors does not have to be the fancy article the United States Department of Agriculture tried to give the Germans by changing the interpretation of the rules at the expense of American producers and dealers. Instead of ruling in favor of the buyers in Europe the arbitration com'te of the London Corn Trade Ass'n, which has just decided the first of the disputes to come before it, holds that a court finding will be needed by the Bremen importers if they are to get out of paying for the barley infected by Giberella sanbinetti.

THRESHERMEN'S LIENS will be recorded in Illinois or notices sent to the buyers in the regular markets by threshermen if a bill now pending in the state legislature is enacted into law. The threshermen of the state in asking legislation to protect them against deadbeats were seeking only to collect the money due them for threshing the farmers' grain. They had no intention to make a bill collector out of the local elevator man so they readily joined the state association in requesting an amendment to the law, which will protect the grain merchant from being imposed upon and encourage him to assist the threshermen in collecting their bills for threshing.

THE O'FALLON decision means that freight rates over a long period of years will move up and down to a limited extent with the inflation and deflation of values of all commodities. This is only fair to the railroad stockholders, and were it otherwise capital would speedily retire from the public service business, and railroads would have to be built and operated by the taxpayers. Under such government operation those having political power would get low rates and the general public using the roads and the taxpayers generally would be forced to bear the excessive cost of operation of any government service. Prices of material and land entering into railroad construction and operation are now inflated compared with pre-war levels, but no immediate raise in rates is anticipated.

Beware the Welching Buyer.

The severe and continued decline in the grain markets means a heavy loss to buyers who have contracted for grain for deferred shipment without already having the grain hedged or placed. The temptation to back out of the trade is correspondingly great, and it is to be expected that the few unprincipled or incompetent buyers remaining at terminal points will seek any loophole to avoid taking the grain on the contract.

Fortunately for the country shipper the practice of sending a written confirmation of sale has become general, so that in very few cases can the buyer claim he did not have the grain bought. His remaining resort is to technicalities, rejections because of not of grade bought, not shipped in contract time, etc. Therefore it behooves sellers to watch carefully the provisions of their contracts and fill them scrupulously. Also it is well not to sell to anyone who sends in a bid, perhaps a little higher, but to confine dealings to buyers of good repute who are members of the organized exchanges.

More Governmental Interference with Business.

Protein tests to determine the percentage of protein in different samples of grain will be conducted at every country crossroad if the bill approved by the Senate recently is enacted into law. The wide variation in protein tests made heretofore by the cereal chemists of recognized ability proves conclusively that these tests cannot be depended upon in measuring quality of a shipment unless tests are made of samples from different sections of the car. It is impracticable for the country elevator operator to classify his receipts according to the percentage of protein contained, so it is impossible for him to load any car with wheat containing a uniform percentage of protein.

The time, labor and expense required to conduct protein tests are so great as to make it impractical for country elevator operators to classify their receipts according to protein content or to reflect the so-called protein values back to the producers with satisfactory accuracy. Many millers insist that the protein test was originated primarily to swindle the flour makers. Other manufacturers place little value on the test and the wonder is that any manufacturer continues to buy wheat on the basis of protein content.

In spite of the little value placed on these tests, the U. S. Government proposes to employ another army of bureaucrats to conduct these tests at many different points thruout the wheat growing territory. If the grain trade desires relief from governmental interference with the valuation of grain, then its members should protest to Congress against this proposed innovation by the Agricultural Department. The demand for protein tests does not come from either the producers or the consumers, but from the bureaucrats who are hungry for more fat jobs. The existing facilities for testing the percentage of protein content in wheat are just as dependable as any the Government can ever hope to establish and any facilities provided by the Department of Agri-

culture will be a duplication of existing facilities.

Why Persist in Practices Known to be Hazardous?

The news columns of every number of the Journal report failures and disasters credited direct to practices which have long been denounced by the progressive members of the trade as being hazardous and unprofitable. We doubt if any grain elevator operator of experience has ever attempted to defend the all-too-common practice of storing grain for farmers, and then shipping it out to make room for grain of other farmers who also persist in speculating with the elevator man's storage room, notwithstanding they owe every merchant in town.

If the farmer insists upon speculating in cash grain, then he should be required to hold it on the farm out of sight until he is ready to sell. The elevator operator who does not insist upon buying every load of grain as it passes into his house is handicapping his own business with unnecessary hazards and encouraging his farmer patrons to speculate without a clear understanding of the hazards they are taking. The storage room loaned to the farmer costs the elevator man real money and he should use it for grain merchandising, not for the accommodation of cash grain speculators. Farmers who insist on speculating in grain should be sent to the futures market.

Giving free storage, the rise of the market, advancing money and over grading, may help some elevator operators to increase the volume of their receipts, but these bad practices can also be depended upon to reduce their profits. If you are anxious to stay away from the poorhouse, accept the verdict common to all progressive grain dealers and banish these bad practices from your business.

The Unprogressive Elevator Operator.

Some of the railroad men speaking before Southwestern conventions this week have denounced the poky methods and the out-of-date equipment of the country elevator man who is charged with not advancing or improving in forty years. The railroad men don't know what they are talking about, but still there is some grounds for their suspicions. The elevator operators of the Southwest have made many changes and improvements in their elevators during recent years and doubtless will make many more, without advising the railroad men.

The praise given the farmers for the adoption of modern machinery for producing and harvesting their crops is fully merited. However, if the elevator men are to handle an entire crop in thirty or sixty days it will be necessary for them to install larger receiving pits, elevator legs and greater storage capacity. Then, too, they must provide more bins for the more careful classification of the grain received. It is true that most of the railroads have provided larger and better cars for transporting grain, but many of their practices are a perpetual discouragement to the grain business and serve principally to prove that the railroads are

more reluctant to progress and adopt modern methods and facilities to handle the grain traffic than are the elevator operators. Some of them persist in tendering box cars for the shipment of small grain which elevator operators denounce as being unfit even for the shipment of baled hay.

Some of the country elevator operators may be unprogressive principally because the volume of their business does not justify a larger investment of capital, but all of their unprogressive methods and equipment are duplicated by some of the railroads and it may be for the same reasons.

Large Capacity Cars a Handicap to the Small Dealer.

The determination of trunk line railroads to force grain shippers to use larger and larger cars, may be to the advantage of the carriers, but surely will prove a handicap to the small shippers of the producing sections and the small distributors of the consuming districts. To start with, the use of the larger cars proposed would necessitate the provision of larger storage facilities in both the producing and the consuming sections and would also necessitate tying up more money in grain by all dealers because they would of necessity have to delay shipment until they had accumulated 80,000 or 100,000 lbs. of the kind of grain moving. Shippers at small stations would be required to hold grain much longer and to load different grades in the same car with the result that their interest charges and discounts for off-grades or unevenly loaded cars would wipe out much of their present profit.

If the railroads are determined to insist upon the larger handling units then they should provide divided cars so that the shippers of any station could load 10,000 or 20,000 lbs. of one kind of grain in each hold and forward the shipment to the same market at the same rate per hundred. The time is not long since when the carriers were pleased to receive grain in lots of 30,000 or 40,000 lbs. for shipment to the same destination and they were delighted when they could induce a shipper to load a 50,000 capacity car for one destination. If the railroads insist on discarding their small capacity cars then the shippers of producing sections and the distributors of the consuming sections must revolutionize their methods and many of them retire from business entirely.

For years the grain inspectors have been pleading with country shippers to load each car with grain of more uniform quality and many shippers have striven to comply with this demand because they expected to receive a higher average price for each shipment so loaded. If forced to load larger cars, shippers would find it even more difficult to load them with grain of uniform quality.

What is more, the acceptance of the larger cars would make it necessary for all elevators to be equipped with more rapid handling facilities to the end that cars could be loaded and unloaded more expeditiously in order to prevent the accumulation of demurrage charges at both ends of the line. Terminal elevator men are already equipped with such rapid handling facilities the larger cars would work no inconvenience to their plants.

The railroads in demanding the use of the larger cars seem to have overlooked entirely the rights, the wishes and the interests of the small dealer and it behooves him and his association to get busy and protest against the scrapping of the small capacity cars.

more reluctant to progress

Railroad Employee Forging B/L.

One McDonnell, employed by the Seaboard Air Line at its office at Savannah, Ga., to give notice of arrival of cotton to factors, on Mar. 19, 1925, gave the John W. Gleason Cotton Co. notice of arrival of a shipment of cotton under a designated S/O B/L. Later the same day a local bank presented to Mr. Gleason the described B/L with a draft for \$10,000, which he paid.

The draft and B/L had been forged by McDonnell and negotiated in Charleston while temporarily absent from his duties in Savannah, in a successful attempt to defraud Gleason.

The U. S. District Court for Southern Georgia gave Gleason judgment against the railroad company, having instructed the jury that if the false notice to Gleason was within the scope of McDonnell's authority and that Gleason had been induced by the false statement to take up the draft, it should find for plaintiff.

This was reversed by the U. S. Circuit Court of Appeals on the ground that an employer is not liable for the false statements of an agent made solely to effect a fraudulent design for his own benefit and not in behalf of the employer or his business.

The decision was again reversed by the Supreme Court of the United States Jan. 2, 1929, saying:

The state courts, including those of Georgia, where the cause of action arose, have very generally reached the opposite conclusion, holding that the liability of the principal for the false statement or other misconduct of the agent acting within the scope of his authority is unaffected by his secret purpose or motives.

And we think that the restriction of the vicarious liability of the principal adopted by the court below is supported no more by reason than by authority. Undoubtedly formal logic may find something to criticize in a rule which fastens on the principal liability for the acts of his agent, done without the principal's knowledge or consent and to which his own negligence has not contributed. But few doctrines of the law are more firmly established or more in harmony with accepted notions of social policy than that of the liability of the principal without fault of his own.

Sec. 22. "That if a B/L has been issued by a carrier or on his behalf by an agent or employee the scope of whose actual or apparent authority includes the receiving of goods and issuing Bs/L therefor for transportation in commerce among the several States and with foreign nations, the carrier shall be liable to (a) the owner of goods covered by a straight bill subject to existing right of stoppage in transit or (b) the holder of an order bill, who has given value in good faith, relying upon the description therein of the goods, for damages caused by the nonreceipt by the carrier of all or part of the goods or their failure to correspond with the description thereof in the bill at the time of its issue."

Section 22 of the Federal Bs/L Act, 39 Stat. 542 (49 USCA § 102), applicable to Bs/L of common carriers in interstate and foreign commerce, provides that the carrier, in certain enumerated cases, shall be liable on a bill so issued even tho the merchandise is not received by the agent.

The court below also thought that Congress, by enacting section 22 of the Bs/L Act, to which we have referred, impliedly approved the rule now contended for by legislating on the subject and creating an exception to the rule instead of abolishing it. But such a rule of statutory construction, whatever its scope and validity, has no application to the present case. Section 22 deals only with the former rule that agents having authority to receive merchandise and issue Bs/L were without implied authority to issue the latter except on receipt of the merchandise. It enlarged the agent's implied authority by imposing a new liability on the principal for the agent's act in issuing the bill, even though the merchandise was not received. But respondent's liability here is not predicated on the agent's authority to issue bills, which, so far as appears, he did not have, but upon his authority to notify petitioner of the arrival or nonarrival of the merchandise, which he clearly did have.—49 Sup. Ct. Rep. 161.

Work of the Southwestern Grain Com'ite.

By FRED C. VINCENT OF KANSAS CITY,
Before Kansas Grain Dealers Ass'n.

On Dec. 4th, 1928, Mr. H. J. Besley of the U. S. Department of Agriculture, called together in Kansas City representatives of various organizations interested in the handling of Southwestern hard winter wheat, the purpose being to discuss various questions that had arisen in regard to the inspection and grading of wheat. The following organizations were represented in this meeting:

Kansas Grain Dealers Ass'n.
Grain Dealers National Ass'n.
Kansas Cooperative Wheat Marketing Ass'n.
Kansas Cooperative Wheat Growers Ass'n.
Kansas Farmers Union.
Kansas State Agricultural College.
Kansas State Grain Inspection Department.
Missouri State Grain Inspection Department.
Southwest Millers League.
Wichita Board of Trade.
Hutchinson Board of Trade.
Salina Board of Trade.
Enid Board of Trade.
St. Louis Merchants Exchange.
Omaha Grain Exchange.
St. Joseph Grain Exchange.
Board of Trade of Kansas City, Mo.
Chicago Board of Trade.

Chicago afterwards withdrew, as they believed this was entirely a Southwestern matter, but the Fort Worth Grain & Cotton Exchange and the Grain Dealers Ass'n. of Oklahoma came in with the other organizations.

TWO VERY IMPORTANT matters were discussed at that time, one being the question of so-called "sick wheat" or "germ damaged wheat." The general opinion of the state inspectors and of the grain trade at the meeting, was that sick wheat was unknown until about two or three years ago, at which time the Federal Grain Supervision Department had given notice that sick wheat was to be considered damaged wheat, and this regulation had resulted in excessive discounts and serious losses to the shipper and the producer. After a very exhaustive discussion the following resolution was adopted and approved by Mr. Besley:

"Sick or Germ Damaged Wheat."

"Wheat of this type damaged shall be graded as follows: Where wheat shows a discoloration of the germ, and the discoloration does not extend back to the body of the berry, and no evidence of mold is found in the germ or the crease of the berry, then the wheat shall be placed in the class with sound wheat. The external appearance of the berry shall be taken as the conclusive evidence in interpreting the standards as to damaged wheat."

This now stands as a regulation of the department, and has resulted in a great deal of wheat grading No. 2, which formerly had been graded down on account of so-called "sick wheat" being counted as damaged wheat.

One other matter discussed was the large number of arrivals grading No. 5 Hard, musty, and Mr. Besley was asked to prepare a bulletin based on the department's experiments, which would clearly define the line between musty or slightly sour wheat, and wheat carrying various natural odors, and this whole subject was then put over to a later meeting.

Mr. Besley stated to this conference that it was the earnest wish of the Department of Agriculture to cooperate to the fullest extent with the wheat producers, shippers, millers, and grain dealers, and suggested that one representative from each of these organizations should constitute a permanent committee, with whom the department might consult on inspection problems. Everybody agreed, and this committee is the Southwestern Grain Committee, of which Mr. J. S. Hart of Kansas City is chairman.

In January this year, Mr. Besley came to Kansas City to discuss with Mr. Smiley and one or two others, certain specific complaints. This developed into a rather large meeting, with serious attention given to the lack of uniformity between intermarket inspection, and more particularly to the attitude of the Board of Review in Chicago, whose wrong and unfair interpretation of the Grain Standards Act had resulted in degrading and penalizing a large amount of wheat. These rulings had caused extremely heavy losses to the shippers, especially at that time on a considerable amount of wheat carrying ground odor, straw odor, weed odor, bin odor, etc., which odors were not damaging to the wheat itself, but this wheat had been graded by the Board of Review as Five Hard, musty, when in the opinion of the grain trade this should have graded Number One, Two, Three or Four wheat, depending on other grading factors.

Everybody present recognized the difficulty of making definite black and white regulations covering every kind of odor, but it was the sense of this meeting that the State Inspection Departments of long experience, and the recognized grain trade were fully com-

petent to interpret the Grain Standards, and that these inspectors and grain dealers, working with the Federal Supervisor at Kansas City, were better qualified to act as the Final Board of Appeal than was the Board of Review, consisting of four men sitting in Chicago, far removed from the territory where the grain is raised, marketed, and to a large extent, milled. At this meeting a trial plan was agreed upon with Mr. Besley, hoping to correct some of the existing evils, especially those covering musty, ground, stack or bin odors.

This plan was to ask representatives of the Kansas and Missouri Inspection Departments to sit with the Federal Supervisor at Kansas City to pass upon all wheat carrying any of these odors, when such wheat was submitted for Federal Appeal grade, and the majority vote of these three men was to determine and decide the final grade of this wheat. This plan has been in effect about three months, and we believe has been entirely satisfactory to the trade, both sellers and buyers.

On February 9th a general meeting was called, and each organization was asked to send a representative to discuss the framing of a bill to be offered in Congress to make this or a similar provision as to appeals, which would supersede in entirety the handling of appeals and reviews by the Board of Review now located in Chicago. The following were represented at the meeting:

Wichita Board of Trade.
Salina Board of Trade.
Enid Board of Trade.
St. Louis Merchants Exchange.
Omaha Grain Exchange.
Kansas City Board of Trade.
Grain Dealers National Ass'n.
Southwest Cooperative Wheat Marketing Ass'n.

In the meantime, however, assurance had been received from the Secretary of Agriculture, that the department was ready to put in whatever regulation might seem fair and reasonable towards revising the system of appeals and reviews now in effect. The delegates went into a two days' session and after the most careful consideration, agreed upon a plan to be submitted to their various organizations. We felt that if unanimous approval of this plan could be obtained, that it would be accepted by the Department of Agriculture, and in this way do away with the necessity of amending the Grain Standards Act. The plan was as follows:

Appeals.—Whenever an appeal shall be taken to the Secretary of Agriculture from the grade made by any state or recognized Board of Trade Inspection Department, the appeal shall be made to a Board of Appeal, consisting of the Federal Supervisor and one or more licensed inspectors from the State or Board of Trade Inspection Departments designated by the secretary to represent the interested parties and located at the point where the inspection in dispute shall have been made, and the decision of the Board of Appeal shall be the final grade of the grain at the point of appeal, but the interested parties shall not be denied the right to be heard before the Secretary of Agriculture in Washington, as provided in the Grain Standards Act.

Except that when the inspection in dispute shall have been made at a point where there is no Federal Supervision Office, then an appeal shall be called by submitting an agreed sample to the supervisor located at the nearest or most convenient point, and this supervisor, acting with one or more licensed inspectors located at the same point shall constitute the Board of Appeal, and the decision of this Board of Appeal shall be the final grade of the grain at the point of inspection, but the interested parties shall not be denied the right to be heard before the Secretary of Agriculture in Washington, as provided in the Grain Standards Act. This is the committee's recommendation.

TWO THINGS HAVE BEEN ACCOMPLISHED:

First, the regulation regarding sick or germ damaged wheat, under which the external appearance of the berry shall be taken as conclusive evidence as to damaged wheat.

Second, the final determination of the appeal grade in Kansas City has been placed with three men, one from the Federal Department and one from each of the State Inspections Departments, and not with the Board of Review in Chicago.

We have asked the approval of all organizations for this same kind of Federal Appeal at all Southwestern markets, believing that we will have a fair and reasonable determination of the grade. We will not be subjected to the rulings of the Board of Review in Chicago.

The troubles of the grain trade with the Board of Review in Chicago go back over several years, beginning first with the Board's attitude on heat damaged wheat, which was taken in opposition to the opinion of the grain trade and of the various inspection departments, but which was maintained as the standard for several months, and resulted in

[Continued on page 644]

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Pneumatic Wagon Unloader?

Grain Dealers Journal: I can not keep water out of my pit, which was poorly constructed by the former owners, and would like to know if a suction nozzle could not be used instead of a regular dump to unload small grain from wagons and trucks to elevate to my bins.—A. R. Barnard.

Ans.: More power probably would be required to empty the wagon by suction than to let the contents drop into a pit.

Another objection is that the present practice is to weigh the wagon or truck full and empty, subtracting the latter weight from the former to get the net weight unloaded, so that the grain buyer would have to pay for the dust eliminated by the separator used to separate the grain from the air after elevation by the pneumatic system.

If the grain was weighed after elevation it would work to the buyer's advantage, and besides he could use the air blast to load cars. The idea is one upon which inventors could well exercise their ingenuity.

What Is the Debenture Plan?

Grain Dealers Journal: Apparently there are few clear, concise explanations of the debenture plan, which now consumes so much attention of the special session of Congress. Farmers are constantly coming in and asking: "How it is to work. We believe many grain dealers are in a similar position. Can you make it clear so we can explain to our farmer patrons?"—E. L. Brown, Brown Lumber Co., Chester, Neb.

Ans.: Under the debenture plan the exporter of wheat would be given a certificate for one-half the import duty, or 21 cents.

He would sell this certificate for 21 cents or at a small discount to an importer who would use it as cash in paying duties on any kind of goods imported.

It would be an export bonus or bounty, and would make heavy inroads on the U. S. Treasury.

On cotton, there being no protective duty, the bonus would be 2 cents per pound; on all other commodities produced on the farm the same as on wheat, one-half the import duty.

The effect would be to keep the price of wheat in the United States at all times about 21 cents above its foreign value. Domestic consumers would have to pay this and also the heavy taxes due to the rebate on imports.

Mortgage on Crop Not Grown?

Grain Dealers Journal: Can a farmer mortgage a crop not yet grown?

Like this: say a corn crop he is planting now or an oats crop above the ground like oats are now, this season's crops?—Phelps Grain Co., Lost Nation, Ia.

Ans.: A crop mortgage is void unless the mortgagor has an interest in the crop at the time of giving the mortgage. If the mortgagor owns the land his interest is sufficient. If he is a tenant his subsequent lease must cover the period of maturity of the crop. If a tenant gives a mortgage on wheat sown in the fall and abandons and surrenders possession to the landlord who rents to a third person who harvests the crop it is void because the mortgage does not attach until the crop comes into being.

A crop mortgage on crops to be grown in the future does not attach until seed for the crop is actually placed in the ground.

The foregoing general principles are, however, modified by the statutes of each state.

In Iowa the Supreme Court in the case of Weyrauch v. Johnson, 208 N. W. Rep. 707, and Grain Dealers Journal, vol. 66, page 680, held that

"A chattel mortgage may be given on crops to be grown in the future, which, as between certain parties, will attach to the property when it comes into existence, and recording thereof will impart notice of lien."

Therefore, no other facts appearing to the contrary, the answer is that a farmer can mortgage a crop not yet grown.

Protection Against Ants Destroying Wood?

Grain Dealers Journal: We have had locally in the last three years a few outbreaks of termites or white ants that have done a great deal of damage.

We have an elevator constructed almost entirely of wood and want to use something as a preventive. We had in mind using creosote, spraying it in every crack or crevice and on all timbers near ground line, thus perhaps discouraging any stray individuals looking for a new location. I would like to know of any effective plans along this line.—F. B. Martin, mgr. Farmers Elevator Co., Kewanee, Ill.

Ans.: The termite, or so called white ant, which is not an ant at all, well known in hot climates, in recent years has been working its way north and bids fair to become a serious pest.

The queen of the termites lays an egg a second for her life of 5 years, 86,000 in 24 hours and 30,000,000 a year. Each termite nest is organized like a city, with soldiers and workers. The workers gather up small bits of wood, which they do not digest directly, but convert into food by cultivating mushroom beds or in some cases borrowing the digestive powers of low forms of protozoa.

The difficulty of protecting wood from the ravages of these too intelligent creatures will be seen when we consider that they will build a tunnel of mud for several feet vertically on the outside of a concrete post to reach the wood above.

The remedy is to impregnate the wood, under pressure, with zinc chloride or creosote at wood preserving plants, especially foundation timbers that come into contact with the ground. Entrance of the winged termite which bore directly into the wood should be prevented by covering all openings with 20-mesh screen.

Creosote is best for timbers in contact with damp ground, since moisture might leach out the zinc chloride, which is well adapted to dry places and to wood that is to be painted.

The subterranean insects will dry up and die if their access to the indispensable life-giving moisture is cut off. The dry wood termites, another variety, can exist in wood containing less than the normal amount of moisture.

Interior woodwork should be given at least brush or dipping treatment with zinc chloride and then painted with heavy enamel paint.

Reinforced concrete foundation walls, basements and pits would greatly interfere with the destructive work of these pests.

Work of the Southwestern Grain Com'ite.

[Continued from page 643]

very heavy losses to the country, but later this was modified so that it agreed with the general idea of the trade as to the difference between heat damaged wheat and skin damaged wheat.

The attitude of the Board of Review in regard to sick wheat was maintained for at least a year over the protests of the grain trade and the Inspection Departments, but was later changed to conform to their ideas. More recently the Board of Review's idea on yellow wheat was so drastic as to cause a general protest from the entire State of Kansas, and the board's attitude was then changed to meet these demands.

This arbitrary position taken by the Board of Review at various times had degraded several cents per bushel a large amount of wheat coming to interior and to terminal markets. In extreme cases discounts of 15 to 18 cents per bushel have prevailed on wheat of fair merchantable value, which formerly, and under more reasonable grading, would have sold at something like 3 to 7 cents discount.

We hope that this has been corrected and we believe the plan for appeal grades as suggested by the Southwestern Grain Committee offers a fair and commercially sound basis of determining the grades of wheat.

New Nebraska Pool Being Promoted.

Despite two discouraging experiences in promoting pools in the state of Nebraska, professional promoters have not given up and are now working on a third. So far they have carefully avoided sections promoted in previous failures, where sentiment is strong against any pooling scheme.

A farmer at Crete, Nebr., stated that what the farmers need is not farm relief legislation but banking relief legislation so banks wouldn't go broke and clean them out.

That contracts used by the pool are unavailable, even to the new members that sign them. After the contract is signed the farmer asks for his copy, the solicitor says, "We'll take care of that," but neglects to leave a copy. When one farmer asked point blank that he be given a copy of the contract to take home and study before he made any decision the solicitors refused to give him one.

That the solicitors manifest preference for \$10 notes for membership fees to the cash and that they discount these notes at \$7.50 each.

The day after signing the membership contracts which tied up their wheat for a period of five years many of the farmers went about town searching for advice on how to get out of the contracts.

The hearing on the suit of Webster County farmers against the Nebraska Wheat Pool at Red Cloud May 20th was delayed by a motion of the defense.

Among the 14 charges made against the wheat pool by the 114 farmers are that the only purpose of the pool is to levy a tax on the wheat growers of the state for the organization's benefit and not the farmers and that the farmers were induced to sign the agreement under false and fraudulent representations by the solicitors.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

June 4, Iowa Seed Dealers Ass'n at the Savoy Hotel, Des Moines.

June 4-5, Central Retail Feed Dealers Ass'n, Hotel Plankinton, Milwaukee, Wis.

June 6-8, American Feed Manufacturers Ass'n Annual Convention, French Lick Springs Hotel, French Lick, Ind.

June 7, United States Feed Distributors Ass'n at French Lick, Ind.

June 7, Southern Mixed Feed Manufacturers Ass'n, French Lick Springs Hotel, French Lick, Ind.

June 8, Colorado Grain Dealers Ass'n, Denver, Colo.

June 9, Nebraska Farmers Elevators Managers Ass'n mid-year meeting, Horky's Park, Crete, Neb.

June 14-15, Pacific Northwest Grain Dealers Ass'n at Spokane, Wash.

June 17-19, Montana Farmers Grain Dealers Ass'n Third Annual Convention, Havre, Mont.

June 19-20, Golden Anniversary (50th) Convention and Outing Jubilee, Ohio Grain Dealers Ass'n, Cedar Point, O.

June 20-22, Southern Seedsmen's Ass'n, Chattanooga, Tenn.

June 21, Indiana Grain Dealers Ass'n mid-summer meeting, Indianapolis, Ind.

June 24-25, Farm Seed Ass'n of North America, Hotel Sherman, Chicago, Ill.

June 26-28, American Seed Trade Ass'n at Chicago, Ill.

June 27-28, Eastern Federation of Feed Merchants, Alexandria Bay, Thousand Islands

July 8-9, National Hay Ass'n, Toledo, O.

Aug. 15-16, New York State Hay & Grain Dealers Ass'n, Onondaga Hotel, Syracuse.

Oct. 14-16, Grain Dealers National Ass'n, Hotel Pere Marquette, Peoria, Ill.

"White Elephants" in the Grain Business

From Address by V. E. Butler, of Grain Dealers Fire Insurance Co.
before Illinois Grain Dealers at Peoria

Riding thru the country a short time ago with my family, we passed a beautiful piece of elevator property, and I remarked that its owner had a "White Elephant" on his hands.

There are many such properties in the grain business, but the most of them were not "white elephants" when they were built, for most of them were needed at that time, but due to the natural changes in the development of the territory which they served, they are today too expensive to operate, and the original investment is too great to allow a profit to be earned. Much of this class of property has been readjusted in commercial values to a basis where a business thru it will show a profit.

Unlike the "White Elephant" of Siam, property values are not sacred, and it can be sold at a price, and continue to pass from person to person until it finally finds an owner that can convert it to a use that is profitable. There is a great waste during this process, but waste and discontent is the law of progress, and the grain business of today is a live, healthy, progressive business that functions more closely to the law of supply and demand than any other business of the country.

Waste in Distribution.—At this time when farm relief is so much discussed, one hears it said that in the marketing of farm products there is a tremendous waste in distribution. This may be true in marketing perishable products but not in marketing grain. Our politicians have been keen for farm relief, stressing the point of the tremendous waste in distribution, and they do it without the least knowledge whatsoever of the cost of distribution.

The question of farm relief has become too hot for the politicians, and that they now propose to create a board to stand between them and the demands of agriculture.

I believe the demands of agriculture are to a great extent based on equity. It has not been properly protected as other industries have been in the past under our protective system, and I have always felt that the protective tariff as applied to raw products of agriculture was not adequate protection, and the protective system should always have been extended against foreign products that come in competition with products manufactured from our raw materials; and I am told there are some 500 of these competitive items.

Employees in the Department of Agriculture number 22,450; about 5,000 of these employees are in the city of Washington and 17,000 outside the city of Washington; and there is no question in my mind but that the enactment of farm relief legislation as proposed now in the bill before Congress would rapidly increase the employees of this Department. Yet, it is doubtful in the mind of any man who thinks if legislation, such as proposed, would be of benefit to agriculture, for in the last analysis the success of every man depends upon his initiative, his capital, and his ability to make his capital earn a profit.

We have successful farmers all over this country—men who have the initiative, ability, and capital to make a fair income upon their investment; and we also have those who make failures, and they are neighbors with nothing but a line fence between them. It is said that 90 out of every 100 men who enter commercial life make a failure and are compelled to take up other activities; this failure is due largely, according to statistics, because of the lack of capital, and the same thing applies to farming, as well as to all other lines of business.

A false conclusion in a business decision may lead to ruin, and false conclusions were reached by thousands of farmers during the period from 1915 to 1920, which did bring to them ruin and failure; in other words, they were induced to purchase "White Elephants" in the form of farm land far beyond its worth, and these white elephants must pass from person to person, and some time these farm lands will fall into the possession of some farmer at a price that will produce a profit.

Farm tenancy prior to 1920 had been profitable both for the tenant and the owner of the land because the tenant could operate upon a large scale with a small amount of capital; but during the war period and at its expiration in 1920 these conditions had changed, and those tenants who had been induced to purchase farm lands at increased value over any ever known before were compelled to abandon their purchases and seek other employment for a livelihood, leaving a plentiful supply of "White Elephants" behind them. The census of 1920 tells us that there were some 660,000 farmers who had been tenants prior to 1910 who purchased farm land during the period from 1910 to 1920.

Credits have been too liberal to agriculture;

that is, credits for the purpose of buying farm lands. Many engaged in agriculture are suffering because of the lack of capital due to the deflation after the war period. This is demonstrated by the great amount of farm land being operated by tenants, and tenant farming is a very large factor in both production and marketing as shown by the records of the Census Bureau. The latest figures available are those for the year 1920. They show that in the east north central states 28.1% of farms were operated by tenants; in the west north central states 34.2% and the west south central states it was 52.9%. These percentages represent the principal grain growing states and have shown a gradual increase in tenancy since 1880. These figures are large, yet we believe they do not reflect the picture of present conditions, for there can be no doubt but that farm tenancy has increased very materially since 1920.

The census of 1920 discloses that 51.9% of owners of farms had owned them less than 10 years, and these owners had been tenants prior to ownership. This indicates the rapid turnover of farm land during this high priced period and no doubt is the cause for distress of agriculture since 1920 to date.

In the north east states the change from tenant farming to farm ownership between 1910 and 1920 was 17.1%; while in the east north central states it was 61%. In the west north central states it was 63.9%, and in the west south central states it was 67.2%.

Grain dealers because of their intimate knowledge of the gradual growth of farm tenancy over a long period of time in good times and bad times have cause to doubt the efficacy of legislation to overcome this drift in agriculture. It is a serious situation, one in which they are vitally interested; yet, in all of my contact with the grain trade I have never heard one say that he had a remedy; nor have I heard one say he would not welcome a solution that would turn the trend of agriculture from landlordism, for in their judgment farm tenancy and the lack of capital that goes with it is the basic cause for distress and failures in agriculture. Is it any wonder that 50% of farming industries, undercapitalized, cannot stand up under the depressions that come to it, just as they come in all other lines of business. There is no class of business men that have a better understanding of farm problems than grain dealers because their business is almost entirely with the farmer, and their natural sympathy is with their customers.

Grain Dealers are perhaps the only business men with whom the farmer comes in contact that can look at the farm relief question with an unprejudiced mind, for the reason that their transactions are largely cash transactions; therefore, they have no ax to grind. It does not matter if their farmer customer be rich or poor; a good or poor farmer; a good or poor business man; that customer is paid a price representing equality between neighbors according to the quality of the product offered for sale. The dealer knows that farm relief means a greater earning for labor and capital invested in farms, and that means better prices for farm production or lower net cost of production. He would like to see better prices but he knows that quoted prices reflect the present and future supply and demand arrived at by both buyers and sellers; that their minds must meet in these matters before trades can be made. Knowing these things, the dealers are firm in the belief that the only sort of legislation that can be effective is some form that will set aside the natural law of supply and demand, and they believe that such a law would be a dangerous undertaking for government to assume, unless agriculture is to be placed under absolute government control, which is a position they do not wish to see it placed in again. It was the absolute price control of farm products exercised during the war period and carried forward into peace times that produced so many "White Elephants" for agriculture.

What agriculture needs most is relief from taxation which has increased since 1914 from 11.2% of the farmers' net profit to 33.1% of the net profit in 1925 and 1926.

The grain dealer's future depends entirely upon his ability to serve his community so well that there will be no need for others to furnish a market for farm products. The livewires in the business will do this, and they will go on doing business regardless of any activity of government; but men who conduct their business loosely and in a slipshod way will be compelled to retire. Conditions in many sections of the country will not be altered in the least, for in those sections they do not produce a surplus for shipment. You have such a condi-

tion in the north part of this state; we have it in Indiana, Wisconsin, certain sections of Minnesota, and most of Missouri, where there is more grain shipped in than is shipped out; where the elevators are engaged mostly in merchandising commodities necessary to farm life. Therefore, those engaged in a so-called grain business in these sections have nothing to fear.

With the passage of this bill I predict the greatest activity ever known in this country for the purpose of organizing farmers into state co-operatives along the lines of the organization of the different pools now operating, simply because they will have the money furnished by government for organization purposes, and under certain restrictions they will have money to invest in country and terminal elevators. They will have money to organize selling forces in terminal markets, and one need not be very wise to predict that with all these forces at work there will probably be some radical changes in the grain business different from those followed at this time.

I started to say something about "White Elephants"; well, with the passage of the proposed law now before Congress, the grain trade may have more "White Elephants" on its hands than ever before. The country may have a "White Elephant" in the form of law as a gift from Congress, which may be considered sacred, which will prevent it from being killed by a repeal; a law that will require constant feeding because of its enormous appetite.

Uniform Bank Collection Code.

Until a few years ago bankers were able to dodge much of the responsibility attaching to the collection of drafts sent for collection attached to grain Bs/L. Some bankers had printed forms to avoid liability.

Since the decision of the court in the Richter case holding the banks responsible for accepting forged drafts for collection the bankers are more willing to have the protection of the law, and the American Bankers Ass'n has prepared a uniform bank collection code, with a view to having it enacted in the different states.

Sec. 13 of their proposed code provides that except where the failed bank has been accepted as debtor for the collection proceeds by reason of an unconditional credit, a trustee relationship is created with respect to such proceeds and the owner is entitled to preferential payment. Every contingency seems to be provided for by Sec. 13. If the item has not been collected it shall be returned. If it has been charged to the account of the drawer, or if it has been collected, but not remitted the bank is responsible and the owner is given a preferred claim on its assets, and this irrespective of whether the fund can be traced and identified.

Nebraska Holds First of District Meetings.

The Nebraska Ass'n of Grain Elevator and Mill Operators, with headquarters at Omaha, Neb., held its first district meeting this year at Tecumseh, Neb., May 14 in the Arcade Hotel.

The attendance was very good considering conditions of the roads. Much interest was manifested in the exemplification of grain grading according to United States standards by H. E. Nelson, U. S. supervisor and Harry Clark, Chief Inspector of the Omaha Grain Exchange.

Prof. L. Gross of the Nebraska Agricultural College at Lincoln gave an interesting talk regarding killing smut in wheat. This is a growing evil in the state of Nebraska and is giving the country elevators and terminal markets considerable trouble.

J. N. Campbell, Sec'y represented the Ass'n. Dinner was served at the hotel after the business meeting. Chet Knierim of Langenberg Bros. Grain Co., who was present says it is very much to the interest of the grain dealers to attend these meetings which are being held prior to the coming harvest, for the educational benefit it brings to the grain buyers.

Salvador has reduced the duty on wheat from \$8.80 to \$2 per 100 kilos (220 lbs.), effective from Apr. 6 to the close of 1929.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

Freight Rate on Peanut Meal West Is Double Rate on Shipments East.

Grain Dealers Journal: We are pleased to note your interest in the freight rate proposition from the East to the West. We have been working on this proposition for the last five or six years and have approached it from several angles and thru two Chambers of Commerce, but we have never been able to get anything done. You will find Peanut Meal carried as a Commodity rate in the Grain and Grain Products Tariff covering rates from the middlewest to the east. You will find these rates about one-half the rates on this commodity moving in the opposite direction. When it is considered how little peanut meal is produced in the west compared with the tonnage produced in the east, this situation in the freight rates is a ridiculous one. If any quantity of peanut meal is to move to the west something will have to be done in regard to freight as this commodity just will not bear the rates now applying. We think it is probable that your Journal, by turning the light of day on this situation, might help the public as well as the producers. L. R. Jones, Southern Oil & Feed Mills, Inc.

Confirmation by Mail Only Shows Sender's Intent; Must Be Signed to Prove Recipient's Agreement.

Grain Dealers Journal: Since your published answer in Journal of May 10th, page 570, did not refer to certain other vital points appearing in our discussion, will ask that you include the following in your next number concerning the same matter:

1st—There is no disagreement or controversy as to the application of Rule 6 in cases where confirmations have been exchanged.

2nd—It is agreed and understood that "B's" confirmation is the contract,

(a) Because it was accepted by "A" without exception or objection.

(b) Because there is no other written evidence in proof of the transaction.

(c) Because it contains the terms, specifications, and conditions that were to govern.

3rd—Therefore, no change or alteration of any of its terms or conditions should obtain without consent, agreement, or approval of the maker.

4th—One condition in the contract stated "no shipments to be made until instructions received," which "B" claims was one of the vital parts of the contract, and was, in fact, "B's" proviso for continuing the transaction open until such time when "B" was ready to give the billing advice. This was "B's" reserved right and was incorporated in the contract.

5th—Since "A" consented and agreed to this proviso, both at time when original transaction was made, and at time when extension was granted, "A" had no other recourse except to abide by "B's" direction.

6th—Since the transaction was speculative in its nature, "A" offering to sell his crop a month in advance of its harvest, it is natural to conclude that "A" left a wise precaution open (in case of adverse circumstances), not to leave any written evidence of any kind that "B" might use to prove such a contract existed in case market conditions were reversed and "A" should deny the contract.

7th. Therefore, in the final analysis as viewed from all angles, it appears the entire transaction evolved itself into a sort of a gambler's chance, wherein neither party had

enforceable grounds to enforce, provided conditions and circumstances worked against them.

—Respectfully, The Mid-State Grain Co., by E. M. Flickinger, Oklahoma City, Okla.

Combines and Bulk Storage Gaining Favor.

Grain Dealers Journal: The handwriting seems to be on the wall for the old line flat warehouses. The farmers are coming to see more and more the economies of bulking their grain.

Many have now equipped their combines to accommodate bulking where formerly they could only sack. (Easterners would not care to walk where some of the combine men put their machines.) It is not uncommon to see where a combine has slipped down the hill some eighteen or twenty feet, sideways.

Combines plus bulking have reduced the costs of delivering grain to market some ten cents per bushel. The economies are in labor in the fields, binder twine, sacks, costs of smutting wheat (most of it is now), hauling and storage.

If the universities keep on putting out more hybrid wheats, they should put out a neutralizer for the black, stinking smut. Every year it gets worse. Constant croppings and the fact that most of the wheat goes back and produces an inferior grade of the former members of the hybrid strain does not conduce to smutless wheat.

Nearly all the wheat that comes to town is smutty enough that a charge and dockage is made for it. Moscow is not the only section of the country that receives it. Marquis

wheat is the only type that I know of that does not smut.—Walter Thomas, Moscow, Ida.

Arbitration of Damaged Barley.

The arbitration com'te of the London Corn Trade Ass'n has left the real decision on damaged barley to courts, clearing up only some disputed questions of fact.

United States exporters of barley graded No. 2 by the federal licensed inspectors demanded arbitration according to contract with buyers who refused barley arriving at Bremen, Germany, late in 1928, on the allegation that the grain was diseased.

The arbitrators state that No. 2 barley, federal grade, is considered in the trade as a feeding barley, and only in exceptional cases and under special circumstances is it used for brewing and other industrial purposes.

That the barley was infested with fusarium roseum, which produced toxalbumin in the grain, and this led to disease among the hogs or caused them to refuse the fodder. Reference is made to clause No. 30 of the London contract, which reads as follows: "The grain is not warranted free from defect, rendering the same unmerchantable, which would not be apparent on reasonable examination."

The arbitrators therefore decided that under the German "Reichsverordnung" of Sept. 27, 1928, buyers were entitled to having the barley submitted to microscopic, bacteriological and chemical as well as feeding tests, notwithstanding the fact that until that time these tests in the grain trade were not considered customarily as a "reasonable examination."

The arbitrators leave the decision to the ordinary courts as to whether the defect stated made the barley "unmerchantable" and if the words "apparent on reasonable examination" only refer to inspection made by sellers or are also applicable to inspection made by buyers.

It will be seen that altho the London Corn Trade is an importing organization its com'te gives the Germans only justice, nothing more, and does not, as did the United States Federal Department of Agriculture, alter the grade after the grain had been shipped and thus give a black eye to an American farm product.

Damaged by an Explosion of Grain Dust.



Soubry Grain Co.'s Elevator at St. Boniface, Man., Damaged by an Explosion of Grain Dust Apr. 26.

The Grain Trade's Birthright

From Address by Chas. T. Peavey, Chicago, before Illinois Grain Dealers Ass'n at Peoria, Ill.

Man's birthright is "Service" for the proper rendering of which he is entitled to a fair and just compensation.

The Line Companies proved that the margin of profit must be secured when the initial trade is made, and insured by the sale of cash grain or a hedge immediately for a sudden fluctuation in values may take the margin away if it is not thus secured.

They also proved that storing grain free for producers is an insurance of a loss and if continued will cause loss to both dealers, producers and communities.

You must know costs of operation and be sure the station will provide tonnage enough to make a net gain possible.

Additional to these few, but important facts, they proved that a price war or "fight," as it is termed, is a losing proposition for the dealers, producers and communities, as it stirs up animosity, disrupts business and causes losses that must be made up from someone. These line companies sort of policed their districts and did their best to keep peace, permit grain to flow to its rightful local market and keep the business on a profitable basis. Whether or not they "overplayed their hand" does not change the fact that service is entitled to its just compensation, and the only manner in which it can be secured is for each and every dealer to recognize that his competitor is entitled to all the rights he claims for himself.

Whatever we have to say regarding this class of pioneer grain merchants, we must admit that they were brainy, proved their system and those who strictly adhered to it did business in this manner and left all manner of speculation alone, made a wonderful success of the cash grain business.

With all this proof to take advantage of, what is the use of the present generation of grain merchants thinking they can win by doing business in a manner that these old timers spent millions of dollars proving could not be done?

Just keep in mind the few simple things they proved, namely, you cannot store grain free; cannot speculate; cannot buy grain without a margin large enough to cover expenses and leave a profit without going broke.

It is simple, isn't it? Then why cannot you adopt them? Simply because of the old bile of commercial envy, jealousy, suspicion, etc., that saturates the mentality of most human beings.

Speculation.—If you have permitted this speculative bug to gain such control of your actions as to cause losses, or even gains, why work in the dirt and troubles of the country grain business? Sell out and move to the speculative centers where they furnish you with electric fans, ice water, uniformed attendants to open and close the door as you enter and leave, invite you to an occasional lunch and theater, and shower you with numerous attentions while your money lasts.

I have spent more than fifty years of my young life in some activity of the country grain business, and I cannot recollect of a failure in it by anyone who adhered strictly to the rules these line companies inculcated for themselves and tried to force on their competitors.

The country grain trade not only has not progressed during the past thirty years, but it is not on as high a basis of service as it was in the days of the line company control.

Cleaning Plants at Junction Points.—In those days the line companies operated cleaning and conditioning plants at junction points so that the grain they purchased at country stations was not shipped in its "raw" condition to the terminal market, but any that needed attention was stopped, cleaned and conditioned in transit, so when it arrived at the terminal it was not subject to the present system of heavy dockage.

When these line companies retired from the field as operators of country elevators, most of them retired to the terminals and there provided these same conditioning plants and left you individual dealers at the country points without these same class of facilities. I will venture to say that they have made more money from this change of base than they ever made as country merchants. They now permit you to take the loss from deterioration in transit.

Necessary Margins.—I am herewith submitting three groups of figures taken from my Illinois audits for 1928. The first group is in northern Illinois about Rochelle district, the second in about the Streator district, and the third in the Decatur district.

I have advocated margins and commissions being on a percentage basis instead of a fixed amount per bushel. You will note from these figures quoted that the gross margins on sales run from 4.7% to 5.7%, the expenses from 2.8% to 3.7%, and the net gain from 1.9% to 2.6%.

Group One.			
Sales	Value	Gain	%
Grain, 276,000 bu.....	\$191,000	\$7,900	4.2
Mdse.	66,000	6,500	9.9
Total, 276,000 bu.....	257,000	14,400	5.6
Expenses, interest, etc.....		7,700	3.0
Net operating gain for year.....		6,700	2.6
Average price all grains, 69 cents.			
Group Two.			
Grain, 208,000 bu.....	\$158,000	\$5,400	3.6
Mdse.	30,000	5,400	18.0
Total, 208,000 bu.....	188,000	10,800	5.7
Expenses, interest, etc.....		6,900	3.7
Net operating gain		3,900	2.0
Average price all grain, 70 cents.			
Group Three.			
Grain, 294,000 bu.....	\$219,000	\$9,900	4.5
Mdse.	22,000	1,400	6.9
Total, 294,000 bu.....	241,000	11,300	4.7
Expenses, interest, etc.....		6,800	2.8
Net operating gain.....		4,500	1.9
Average price all grains, 75 cents.			

Some groups handle more wheat than others and some sell lumber that others do not, so while they are a guide they are not wholly a basis, as each must be governed by his tonnage and the class of side lines he handles.

Grinding.—Does it pay? Yes. Most every section of farming country is enlarging its feeding activities. The cost of installing a good outfit in an elevator will run five thousand and more dollars. The income depends on the growth of the business, but it runs from about one thousand to five thousand gross income where it has been tried.

Margin 5 Percent of Price.—Based on my auditing work I suggest that the country grain trade should have a margin on grain purchased of five percent of the price paid, and on merchandise about ten percent on sales.

How are you going to get this? Well, let us consider what you are entitled to. Back some 25 years ago the farmers' elevator movement started. It was fought by the regular line companies who made liberal use of you individual dealers as their shock troops. In time here in Illinois the line companies have retired from the field and left you individual dealers without much organization, so it has been the work of your present ass'n officials to round you up again into a workable group.

You are entitled to just compensation at points where your services are needed, but if any of you are at points where the farmers have ample facilities and the majority of the farmers desire to make use of their own company, it is a hard proposition to say that the farmers should tax themselves to keep you in business. However, I believe the most of you are at stations where your services are needed and are entitled to a fair compensation.

You must organize into larger units the same as big business in general has been doing during the past twenty years. Then you can have your own conditioning plants, store and carry your own grain for the carrying charges, have your own representatives at distributing markets, reduce operating expenses by operating as the line companies did, and have greater defensive power.

As you now operate you are the same as an army without any officers, each shooting as he sees fit.

Agree on Fair Margin.—In the meantime agree with your district on a basis of fair margins, put up your forfeit cost to guarantee your agreement the same as the line companies did. Can you do this? If the railways are compelled to do it and the public service companies are also compelled to do so, why has not the country grain trade the same right. Grain commission merchants all are compelled to charge the same rates. Why not you?

Big business some twenty years ago sensed the idea of having the general public become interested with them, thus warding off adverse criticism and legislation, with the results that today the railways, public utilities, automobile and other large industries each have several hundred thousand of the public as shareholders with them, and this has resulted in such a change of public opinion as to have caused the annulment of a number of laws passed twenty or more years ago to curb business.

Agriculture is in the saddle. Get in line with it, consolidate with the co-operatives where you can and get the individual farmer with you as a shareholder. You need his patronage and good will. He needs your commercial ability and each will prosper more together than either have separately.

Some class of farm marketing legislation is going to come and all the opposition you try to give it will make it come quicker. The smart man watches the trend and goes with it. No matter what class of farm marketing relief comes, it must have physical facilities and bright minds. You have them both, so don't

hide that fact under a bushel basket, but step in line and march with the big army.

Blending and Conditioning Units.—I have been a strong advocate of each country elevator having its plant equipped with the best cleaning, conditioning and drying units obtainable. I have heard dealers say they did not pay. I know better. They do pay and pay big. How do I know? By seeing the result of their use in my work as I audit those who do and those who do not have them.

Permit me to give you an illustration. For the past five years I have audited one company having them. Three managers did not make them, pay and steadily lost money; then the company hired a new manager who "knew his oats." During his five years he has earned big money by the use of the drier. They had a big deficit when he took hold and they now have over \$25,000 surplus.

I herewith submit figures for the past three years. Analyze them:

1926.			
Sales	Value	Gain	%
Grain, 502,000 bu.....	\$294,000	\$22,462	7.6
Mdse.	39,000	2,971	7.4
Miscellaneous		203	
Gross gain		25,636	7.6
Expenses, all kinds.....		10,535	3.1
Net operating gain.....		15,101	4.5
Average price all grains, 59c.			

1927.			
Sales	Value	Gain	%
Grain, 325,000 bu.....	\$221,000	\$15,711	7.0
Mdse.	40,000	4,439	11.0
Misc. income		674	
Gross gain		20,824	8.0
Expenses of all kinds.....		9,925	3.8
Net gain		10,899	4.2
Average price all grains, 68c.			

1928			
Sales	Value	Gain	%
Grain, 370,000 bu.....	\$237,000	\$14,100	6.0
Mdse.	35,000	2,619	7.0
Grinding, etc.		1,222	
Gross gain		17,941	6.5
Expenses of all kinds.....		10,347	3.8
Net gain		7,594	2.7
Average price all grains, 61c.			

Average three years results: Gross gain on sales 7.4%; expenses sales 3.5%; net gain sales 3.9%.

I have sat in this company's office on audit work several times and heard the manager call brokers and sell corn on his own weights and grades, at two and more cents higher than any market bid, for direct shipment to the consuming trade. They had confidence in his word as to quality.

This is a farmers' company. It has strong local individually owned competition and it never has more than half the margin at time of purchase than it has at time of sale, all on account of the proper intelligence being used in the operation of the drier.

Compare the margins with the groups I have previously given you of companies that do not operate driers. These companies had a gross margin ranging from 5.7% down to 4.7% and expense from 3.7% down to 2.8%, and net gain from 2.6% down to 1.9%. This company has a gross of 7.4%, expense 3.5%, net 3.9%. Does a drier pay?

Hedging is a subject that has had wide discussion. I do not advocate it unless absolutely necessary. Very few dealers know what the term really signifies. Most dealers and directors of farmers' companies also think hedging means to discuss the matter and use their judgment as to whether to hedge or not. Some also think if the hedge itself shows a loss or gain why that signifies whether or not it has proven profitable.

Both of these propositions are wrong. Hedging means that the dealer is buying or selling at the basis the market then is, and to make sure of maintaining that margin he should put out a hedge immediately and take it off immediately when he closes the other end of the cash grain transactions. Whether the hedge itself shows a loss or gain has no bearing on the matter. What interests him is to know that he has made his sale on as good or better basis of the hedge that it was at the time he made it.

If you try to use judgment as to whether or not to hedge, that is pure speculation, for your judgment is no better with cash grain behind it than it would be without it. The reason I do not advocate hedging is the same reason I do not advocate drinking liquor. Few are strong enough not to become mesmerized with speculation if they get the habit of hedging, and few are strong enough to keep from getting drunk if they drink liquor. Both of these adverse conditions sometimes raise holy hell for more than the persons themselves, so the nearer you can come to doing business without the use of either the happier you and those dependent upon you will be.

The Future.—Grain will be raised, it must be handled. This requires physical and mental facilities. You have these. Improve them and make them the best up to date plants that can be devised. Offer your services to both producers, consumers and investors. Make yourselves financially and physically strong enough to take advantage of carrying charges when they exist. If farm marketing relief comes, be ready "to go," as your services will be required.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

COLORADO.

Wray, Colo., May 13.—Crop conditions only fair here. Summer fallow wheat good; corn-stalk wheat fair; stubble wheat very poor. Corn planting badly delayed on account of moisture. Very cold, wet spring.—G. W. Roller.

Glenwood Springs, Colo., May 9.—Winter wheat about the same as last year; no loss. Spring wheat seeding will be done this week, about ten days late; early sown looking fine; around 5% less acreage. Increase barley sown, 10%; oats about 5% increase; no corn in this territory.—Farmers Milling & Power Co., W. J. Wilson.

Darlow (East Lake p. o.), Colo., May 9.—About 1,000 acres winter wheat blown out and not so much planted by 400 acres. Spring wheat planted about 800 acres less than last year. More beets this year. Corn will be about the same as last year. Barley about 300 acres more this year. Oats about the same as last year.—Darlow Grain & Supply Co., John Furrer.

IDAHO.

Moscow, Ida., May 7.—The crop prospects of the surrounding country look the best that they have in years. Most of the farmers seeded all their winter wheat last fall in time for it to get well along before the cold weather set in. Less wheat froze out last winter than for several years. The deep snow protected it well. The fact that it stood such a long spell of bitter cold weather makes some more optimistic than ever. Even though we are having a late spring, the grain is doing real well in the mild weather. The bumper crops of the Palouse region are a thing of the past. It is the boast that there has never been a crop failure in the Palouse region; yields of 60 bus. of wheat have not been uncommon.—Walter Thomas.

ILLINOIS.

Arcola, Ill., May 15.—Wheat and oats look good. Corn late in getting in.—T. E. Hamman.

Adair, Ill., May 6.—Wheat acreage 90%, condition 70%, plowed up 5%. Corn planted in places; very little corn planted yet—too cold and wet.—Farmers Elevtr. & Produce Co.

Bushnell, Ill., May 6.—Wheat acreage 80% of last year, of which 15% will be plowed up, and 30% is mixed with oats or barley. Very cold and backward season here.—Geo. L. Long.

Joy, Ill., May 6.—The wheat crop does not look good. Not a very large acreage and very spotted on account of winter killing. About same acreage of corn and oats as usual.—Joy Feed Mill.

Albers, Ill., May 15.—On April 1, 1929, the wheat crop prospect was 100%, and on May 15 50%; due to excessive moisture, 15% damage, and to Hessian fly, 35% damage. In fact, I have not seen fly infestation so bad in spring in 25 years.—William Netemeyer.

Springfield, Ill., May 22.—The week was too cool. Progress of oats was fair, wheat unsatisfactory with increased complaint of yellowing due to too much moisture. Continued wet soil prevented appreciable work over much of the state, except in the northwest, where fair progress was made in planting corn and about 50% is now planted; there is only a very small percentage in the ground in many central and southern areas.—Clarence J. Root, meteorologist.

INDIANA.

Walton, Ind., May 22.—In Cass County wheat is excellent, oats fairly promising, the 65% sown in March look good, later sown thin and weedy. Only 35% of corn planted, farmers now making splendid progress with corn and with fair weather will get crop out by June 1.—A. D. Shirley.

IOWA.

Laurens, Ia., May 11.—Corn planting delayed here on account of wet weather and soil conditions. Fully 10 days behind normal. How-

ever, corn that is in the ground is reported to be sprouting well. Oats have good stand.—R. C. Booth & Co.

KANSAS.

Effingham, Kan., May 10.—Wheat prospect about 75%. Very few oats were sown, owing to wet weather. No corn planted yet. A very backward spring.—Charley Hegarty.

Belmont, Kan., May 9.—Wheat acreage about same as last year. Prospects good for fair crop. None plowed up at this time. Very small percentage of corn or oats planted on account of later season.—H. W. Plush, agt., Bartlett Grain Co.

Wilson, Kan., May 13.—Due to the unusual heavy rain of last Friday night, most of the corn will have to be replanted. Also alfalfa and sweet clover. It is estimated that from 3 to 5 inches of rain fell and along with it came a terrific wind which did considerable damage. Wheat in general looks good. Some fields are thin and ragged and some very spotted. Some wheat is turning yellow. Have seen evidence of root rot.—Farmers Elevator Co.

Riverdale, Kan., May 17.—This section of Kansas, contrary to the general condition, has poor prospects for a wheat crop. Much of the sowing was winter-killed. Dry weather during planting time following breaking out of the soil left the ground porous. Then an 8-inch rain soaked in and was followed by a freeze. Winter-killed acreage is going into oats, corn and barley.—Dick Pepper, agt., Hunter Milling Co.

Topeka, Kan., May 9.—The May 1 condition of Kansas wheat is estimated at 81% of normal on the basis of acres left for harvest. This compares with 80% a year ago, 86% two years ago, and a ten-year average of 83% on May 1. Abandonment is estimated at 6% of the 12,173,000 acres sown last fall, leaving 11,443,000 acres for harvest. This acreage for harvest and this condition justifies a harvest expectation of 148,301,000 bus. The final outcome may be greater or less than this amount, depending on weather condition in the next 60 days. This potential harvest acreage of 11,443,000 acres compares with 10,433,000 acres harvested in 1928 for 177,361,000 bus. The abandonment of 6% compares with 17% loss a year ago, 13% two years ago, and a ten-year average of 14%. This is the smallest per cent of abandonment recorded since 1924. It is the largest acreage for harvest since 1919 with its 11,594,000 acres. The average wheat harvest for ten years in Kansas has been from 9,834,000 acres. Rye condition is rated at 87% compared with 83% last May, 88% in both 1927 and 1926. The abandonment of rye is estimated at 7%, leaving 30,000 acres for harvest. Oats starts off with 83% condition this spring compared to 75% a year ago and 81% two years ago. Barley condition is 85% now, 76% last May and 90% two years ago.—Kan. State Board of Agriculture in co-operation with U. S. Dept. of Agriculture.

MINNESOTA.

Minneapolis, Minn., May 22.—The unseasonably cold weather, which has prevailed thruout the seeding period, has continued during the past week. Frosts at night have been general, with slight snow flurries thru the central part of the territory. The result has retarded the growth of the early sown grain and has prevented the germination of the grain sown later. There have been no serious effects from this condition, however, as it has enabled young plants to make good root growth, and should adverse climatic conditions develop later, it will give them greater resistance. It is unfortunate that cool weather is favorable to the growth of wild oats and other weeds. Portions of North Dakota, where wild oats are prevalent, are already anticipating a heavy dockage crop. Wheat seeding is completed thruout the entire territory, with a slight increase in the bread wheat acreage and a 10 to 15% reduction in the durum acreage. The plant is up, generally shows a very good color and is stooling well. Coarse grain seeding is quite generally completed, except in the northern tiers of counties, where it will probably continue well on to the end of the month. Early sown barley and oats are well above the ground. There are several complaints that these two grains have been damaged by the freezing nights, and many fields are showing a brown color. However, it is not generally

thought that the damage is material to the plant in its present stage of growth, and it will undoubtedly recover completely with favorable weather conditions. Flax is seeded thruout all of the territory, except western North Dakota, where the ground has been too dry. The preparation of the ground has been completed in this section, however, and if they have soaking rains soon, the acreage planted to flax will be materially increased in that district. Fortunately, very little of the flax was far enough advanced to be seriously injured by the cold weather, and it is a question whether frosts would do any permanent damage anyway, as most of it is only in the two-leaf stage. Where it develops that flax has been injured, the acreage will undoubtedly be planted to corn for silage.—The Van Dusen-Harrington Co., by T. P. Heffelfinger.

MISSOURI.

Billings, Mo., May 5.—Acreage, 20 per cent less; plowed up, none; oats, 30 per cent less—too much rain; wheat turning yellow with red rust.—J. Hering.

NEBRASKA.

Rokeby (Lincoln p. o.), Neb., May 8.—Wheat acreage has been cut in this territory about 20%, most of which has gone into oats and grass crops. Corn acreage will be about normal or a little better.—F. C. Munn, Rokeby Grain & Coal Co.

Crete, Neb., May 22.—Farmers here are progressing nicely with their corn planting. While we are having just a little too much rain in this territory to permit the farm work to go on rapidly, with the modern farm equipment of the present day, it doesn't require a great deal of time to put in a corn crop, if the condition of the soil permits.—Chet Knierim, with Langenberg Bros. Grain Co.

OHIO.

Forest, O., May 18.—Oats 90% sown; corn going in now.—Ash & Poling.

Versailles, O., May 23.—Wheat and grass look very good.—Versailles Grain Co.

Waynesville, O., May 23.—Wheat looking fine. Corn planting being held up, too much rain.—Everett Early.

Cridersville, O., May 18.—Oats seeding and corn planting are very late. Wheat is looking good.—Reichelderfer & Graham.

Harrison, O., May 21.—We have fine prospect for crop wheat, and expect to be able to ship out several cars.—Schlemmer Feed Co.

Pataskala, O., May 22.—Wheat crop looks good. Oats acreage under normal, but looks good.—M. E. & C. Mead Co.

Montezuma, O., May 17.—Wheat is looking fine. Oats is doing fine. Corn not planted—too much wet weather.—The Montezuma Grain Co.

Carlisle, O., May 20.—Last year no wheat, shipped three cars only; 50,000 bus. the year before; oats, two cars last year, usually none. Prospects are good.—Owen Gross.

West Jefferson, O., May 22.—Crops look fine. Very little corn planted as yet. Wheat, oats and barley should be bumper crop.—John Murray & Son.

Middle Point, O., May 22.—Oats seeding about 60% done and nice weather for this week; about 40% of the corn is planted. I estimate about 110% acreage will be planted for corn if this nice weather continues. Meadows and pasture lands looking very good.—Pollock Grain Co., H. G. Pollock.

Bowersville, O., May 17.—All crops adversely affected by cold, wet weather. Wheat acreage very small; condition of crop good, but not as good as six weeks ago. Oats acreage below last year, small for time of year, too much wet weather. Corn very little planted; another week of unfavorable weather will make situation serious.—New Era Grain Co.

Middlepoint, O., May 16.—This is a backward season. Oats about 60% of crop, coming along nicely. Corn planting two weeks late already on account of excess rains and cold weather. Pasture lands in excellent condition, clover pastures very good. A few weeks of warm, growing weather will work wonders among farmers and business men. Our C. A. Pollock returned from an 850-mile auto trip in northern, eastern and central Ohio and reports that the condition of crops in Van Wert County are the best of any territory that he visited.—Pollock Grain Co., H. G. Pollock.

OKLAHOMA.

Deer Creek, Okla., May 13.—My opinion is that there is about 95% of wheat acreage as compared with last year; corn, about 5% more; oats, about normal. Not over 2% of wheat has been plowed up. Wheat generally reported thin stand.—W. L. Davis, mgr., Larabee Flour Mills Corp. elevator.

Cordell, Okla., May 6.—Wheat acreage in this locality cut about two-fifths from last year. Condition of crop, I would judge about 90 per cent. Some say good, and some fields not so good. Have not heard of any being plowed up. About usual acreage sown to oats, and I would judge usual acreage to corn.—Cordell Milling Co.

TEXAS.

Archer City, Tex., May 22.—Small grain practically a failure here due to drouth.—Archer City Grain Co.

Bushland, Tex., May 7.—Wheat, 10% increase in acreage; good growth, looks well, but will need rain soon; very little blown out. Oats, not much planted.—T. J. Baldwin.

Munday, Tex., May 10.—The wheat and oats crop will be an entire failure here this season on account of winter and spring drouth. The acreage planted in corn is very small and at present promises very small yield.—Farmers Elevator Co.

Darrouzett, Tex., May 6.—Ninety per cent of the wheat holding this year in this section, 120% over last year. No land will be plowed up, and no oats to speak of. Prospects for the best wheat crop in several years; very few acres have been planted to corn; some grass land has been plowed up which partly planted to small grain (kafir and maize) and some land summer fallowed for wheat. Should this prospect of wheat crop thruout the Panhandle be realized it will be the largest wheat crop the Panhandle has ever produced.—J. T. Patton Grain Co., L. D. Fiskin, mgr.

WISCONSIN.

Madison, Wis., May 14.—An increase in the production of rye and hay and a further decline in the production of winter wheat are predicted for Wisconsin this year in the first crop report of the season issued by the Crop Reporting Service of the United States, and Wisconsin Departments of Agriculture at Madison. According to the report, the production of rye in Wisconsin is forecasted at 3,461,000 bus. this year, as compared with 2,171,000 bus. produced last year. A year ago an extremely unfavorable winter and spring killed a large portion of the rye acreage, while this year there was virtually no loss. Winter wheat likewise has come thru in fine condition this year, but the acreage is much smaller than a year ago.—Walter H. Ebling, agricultural statistician.

WASHINGTON, D. C.

Washington, D. C., May 22.—The week was rather unfavorable for the best development of

winter wheat in the Ohio Valley, although the crop made fair advance in the eastern part. There were further rather general complaints of yellowing because of excessive rainfall, with local flooding. Progress of winter wheat continued very good in Missouri, and except where yellowing, satisfactory condition was maintained in the Great Plains, though it was rather too cool for best growth in the north. The crop is heading northward to southern Kansas. Condition and progress of spring wheat was very good in North Dakota, poor in Minnesota, the condition there is still generally fair with the plants rooting well. In South Dakota growth was satisfactory, tho somewhat retarded. Weather conditions continued unfavorable thru much of the corn belt. In the lower Missouri and the Ohio Valleys very little planting was accomplished because of continued wet soil, and work is now generally delayed, seriously in some places.—U. S. Dept. of Agriculture.

World Surplus Exaggerated.

"Our view of the situation is that the supposed world surplus of wheat is more apparent than real," says E. B. Ramsay, general manager of the central selling agency of the Canadian wheat pools.

"In complete denials of the various rumors which have been circulated recently, I may say:

"That no one of our officials has resigned or is leaving us.

"A high pool official is not recalled from Europe for the purpose of discussing the situation.

"We are not responsible for the congestion on the eastern seaboard.

"The pool is not in financial difficulties.

"We have no anxiety over our present stock of wheat.

"The comments in the market reports as to the pool operations are 95 per cent pure surmise."

Wheat now contributes about one-fourth of the calories of the American diet. According to the Food Research Institute of Stanford University, it is still the outstanding single staple foodstuff. "In most Southern European countries wheat contributes a larger proportion of the total calories of the diet than in the United States; but in countries where rye or rice is the staple cereal, its contribution is smaller. Its nutritional importance in the U. S. lies primarily in the starch content, not in the content of protein, mineral elements, vitamins, or roughage."

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

WHEAT.

	May 10	May 11	May 13	May 14	May 15	May 16	May 17	May 18	May 20	May 21	May 22	May 23	May 24
Chicago	107 1/2	107 1/2	108 3/4	109 1/2	109 1/2	108 3/4	105 1/2	105 1/2	106 1/2	105 1/2	106 1/2	105 1/2	104 3/4
Kansas City	100	100	101	101	101 1/2	101	98 1/2	98 1/2	97 1/2	98 3/4	98 1/2	98 1/2	97 3/4
St. Louis	106 1/2	106 1/2	107 1/4	107 1/4	107 1/2	106 3/4	104 1/2	104 1/2	105 1/2	104 1/2	104 1/2	104 1/2	103 3/4
Minneapolis	106 1/2	106 1/2	107 1/2	107 1/2	108 1/2	107 1/2	105	104 3/4	106	104 3/4	105 1/2	105 1/2	104
Duluth (durum)	96 1/2	97 1/2	98 1/2	101 1/2	100 1/2	99 1/2	95 3/4	95 3/4	97	95 3/4	96 1/2	96 1/2	95
Winnipeg	113 1/2	114 1/2	115 1/2	116	115 1/2	115 1/2	113 1/2	114 1/2	115 1/2	113 1/2	115 1/2	114 1/2	114
Milwaukee	107 1/2	107 1/2	108 1/2	109 1/2	109 1/2	108 3/4	105 1/2	105 1/2	106 1/2	105 1/2	106	105 1/2	104 1/2

CORN.

	May 10	May 11	May 13	May 14	May 15	May 16	May 17	May 18	May 20	May 21	May 22	May 23	May 24
Chicago	88	87 1/2	87 3/4	88 1/2	88 1/2	88 1/2	86 3/4	87 1/2	88 1/2	87 1/2	87 1/2	87 1/2	86 1/2
Kansas City	83 1/2	83 1/2	84	85 1/2	85 1/2	84 1/2	82 3/4	83 1/2	84 1/2	83 1/2	83 1/2	83 1/2	82
St. Louis	89 3/4	89 1/2	89 3/4	90 1/2	90 1/2	90 1/2	88 1/2	89 3/4	90 3/4	89 3/4	88 3/4	89 3/4	88
Milwaukee	88 1/2	87 1/2	88	89	88 3/4	88 3/4	86 3/4	87 1/2	88 3/4	87 1/2	87 1/2	87 1/2	86

OATS.

	May 10	May 11	May 13	May 14	May 15	May 16	May 17	May 18	May 20	May 21	May 22	May 23	May 24
Chicago	43 1/2	43 1/2	43 1/2	44 1/2	45	44 1/2	44 1/2	44 1/2	45 1/2	44 1/2	44 1/2	44 1/2	44 1/2
Minneapolis	42 1/2	42	42	42 1/2	43 1/2	43 1/2	42 1/2	44 1/2	43 1/2	42 1/2	42 1/2	42 1/2	42 1/2
Winnipeg	46 1/2	48	48 1/2	48	48 1/2	48 1/2	47 1/2	48	48 3/4	47 1/2	48	48 1/2	48 1/2
Milwaukee	44	44	44	44 1/2	45 1/2	45	44 1/2	44 1/2	45 1/2	44 1/2	44 1/2	44 1/2	44 1/2

RYE.

	May 10	May 11	May 13	May 14	May 15	May 16	May 17	May 18	May 20	May 21	May 22	May 23	May 24
Chicago	87 1/2	88 1/2	89	89 1/2	88 1/2	88 1/2	85 1/2	85 1/2	86 1/2	85 1/2	86 1/2	86 1/2	85
Minneapolis	83 1/2	83 1/2	83 1/2	84 1/2	83 1/2	83 1/2	80 3/4	80 3/4	81 1/2	80 3/4	81 1/2	81 1/2	80 3/4
Duluth	84 1/2	85 1/2	85 1/2	86 1/2	86	86	83	83	84 1/2	83	83 1/2	83 1/2	82 1/2
Winnipeg	88 1/2	90 1/2	90 1/2	91	90 1/2	90 1/2	87 1/2	87 1/2	88 1/2	87	88 1/2	88	88

BARLEY.

	May 10	May 11	May 13	May 14	May 15	May 16	May 17	May 18	May 20	May 21	May 22	May 23	May 24
Minneapolis	57 1/2	58 1/2	58 1/2	58 1/2	59 1/2	59	58 1/2	58 1/2	59	58 1/2	59	58 1/2	58 1/2
Winnipeg	67 1/2	67 1/2	69 1/2	69 1/2	69 1/2	69 1/2	68 1/2	68 1/2	69 1/2	68 1/2	68 1/2	68 1/2	68 1/2

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Billings, Mo., May 5.—No grain in farmers' hands.—J. Hering.

Bushland, Tex., May 7.—Not any old grain in country.—T. J. Baldwin.

Carlisle, O., May 20.—Corn all fed; a few years ago shipped 30,000 bus.—Owen Gross.

Belmont, Kan., May 9.—Very little old wheat in farmers' hands.—H. W. Plush, agt., Bartlett Grain Co.

Adair, Ill., May 6.—In farmers' hands: Corn 40%, oats 15%, wheat 10%.—Farmers Elvtr. & Produce Co.

Darrouzett, Tex., May 6.—About 1% old wheat in farmers' hands.—J. T. Patton Grain Co., L. D. Fiskin, mgr.

Joy, Ill., May 6.—Some old corn left, but practically all will be used in this locality for feed.—Joy Feed Mill.

Darlow (East Lake p. o.), Colo., May 9.—Not much wheat in farmers' hands.—Darlow Grain & Supply Co., John Furrer.

Laurens, Ia., May 11.—No movement of grain from here until after the planting is finished. Mostly corn to move.—R. C. Booth & Co.,

Munday, Tex., May 10.—There is no grain of any kind in the hands of farmers; farmers are buying grain for their stock.—Farmers Elvtr. Co.

Montezuma, O., May 17.—No old wheat left on farms; some oats to market; corn is sold this year to farmers to feed.—The Montezuma Grain Co.

Bowersville, O., May 17.—Small amount of old oats, but owners holding for better prices. Not a great deal of old corn and is being held for raise in price.

Deer Creek, Okla., May 13.—About 20% of wheat is in farmers' hands; corn, about 30%; oats, 10%.—W. L. Davis, mgr., Larabee Flour Mills Corp. elevator.

College Corner, O.—Each of the two elevators here shipped about 20,000 bus. of wheat, no corn, last year, as the wheat and corn crop here was poor.—O. P. Davis.

Middlepoint, O., May 16.—Estimated shipment of corn, 375,000 bus.; oats, 125,000; barley, 10,000; wheat, 5,000; rye, very little.—Pollock Grain Co., H. G. Pollock.

Bowersville, O., May 17.—Grain shipped from here the past year insignificant, account of poor yields and increasing local demand from feeders.—The New Era Grain Co.

Tecumseh, Neb., May 17.—The movement of grain from this territory is very slow at this time. Farmers are busy in the fields.—Chet Knierim, with Langenberg Bros. Grain Co.

St. Joseph elevator stocks of wheat May 11, 1929, totaled 1,274,500 bus., compared to 1,405,949 bus. the previous week and 261,842 bus. a year ago. Corn stocks were 631,599 bus., versus 692,769, versus 793,680 bus. No oats are in public storage.

Portland, Ore.—April receipts included 694,550 bus. wheat, 127,875 bus. corn, 98,800 bus. oats, 4,350 bus. rye, 41,600 bus. barley; against 1,615,300 bus. wheat, 138,000 bus. corn, 127,500 bus. oats, 3,000 bus. rye, 12,800 bus. barley in April, 1928. Shipments were: Wheat, 906,922 bus.; corn, 200 bus.; oats, 39 bus.; no rye or barley; against 1,640,285 bus. wheat, no corn, 2,360 bus. oats, 4,949 bus. rye and 37 bus. barley during April, 1928.

Relief is not wanted by Miles Costello, a farmer living 4 miles east of Greeley, Neb., on a homestead he took up 51 years ago, and on which he has never had a mortgage. He never borrowed a dollar from a trust company. He used to walk to St. Paul, and back, 52 miles for groceries. He has six farms and has raised 6 children.

Chicago Board's Exceptions to Findings in Docket No. 17000.

J. S. Brown, manager of the Transportation Department of the Chicago Board of Trade, on May 18 filed with the Interstate Commerce Commission a voluminous brief and statement of exceptions to the report and proposal of the examiners in the rate structure investigation.

It is pointed out by Mr. Brown that the examiners erred in their finding that proposed 3-cent reduction in the proportional rates from Missouri River markets to Chicago had not been justified.

That the examiners erred in their finding that the lake proportionals from Illinois points to Chicago should be canceled.

That the examiners erred in their finding that there should be no change in the relation of rates to New Orleans and Baltimore; that the alleged disabilities of the Gulf are greatly exaggerated.

J. L. Bowlus, manager of the Transportation Department of the Milwaukee Chamber of Commerce, joins with Mr. Brown in his objections. The following is taken from the brief:

If the Commission should adopt the recommendation of the examiners of applying a maximum yardstick scale thruout western territory on the basis of 90 per cent of the 12244 scale, it would result in increased rates from Iowa to Chicago to the extent of 7 cents per 100 pounds from Western Iowa and an average increase from the entire state of about 4 cents per 100 pounds.

Can it be possible that the Congress of the United States directed the Interstate Commerce Commission to authorize such increases in the rates when no one, not even the railroads themselves, has asked for any increase whatever?

And Iowa is not the only surplus producing state from which material increases will result from the application of the scale recommended by the examiners, for we point out that the measure of the proposed scale is even higher than the scale which the carriers serving the northwest have recommended for adoption in I. & S. 2469 within the states of Iowa and Minnesota.

Apparently only the carriers are going to reap any benefit from the existing depression in agriculture, and so far as the producer is concerned, he is to be worse off than he would have been if Congress had not called attention to the depression in agriculture.

A properly graded scale reflecting decreasing ton mile revenue as the distance is increased would seem to be proper from the Missouri River over the North Western and C. M. St. P. & P. roads to the Milwaukee market, and this scale should be the same as applied from southern Minnesota and South Dakota to Minneapolis and Duluth. Here is an illustration where a distance scale from a large producing section to Milwaukee would give the producers the choice of several markets and remove the discrimination now existing against the Milwaukee market by reason of the fact that the present rates are grouped to Milwaukee and are on a mileage basis to Minneapolis and Duluth, and in some instances where the haul is direct to Milwaukee the rates are inflated by constructing them on the Minneapolis combination. Moreover in southeastern Minnesota they are padded so that they are higher than the Minneapolis combination. The question of whether the off line markets, such as Sioux City and Minneapolis, should have transit on the direct line rates is a matter which should not have consideration in fixing a reasonable and nondiscriminatory basis of rates for direct shipments to Milwaukee.

Frequently thruout this proceeding we have complained of the principle of padding the rates. We called attention to it in connection with the rates from southern Minnesota to Milwaukee and Chicago and from northwestern Iowa to St. Louis and Chicago.

At the hearing of this case Witness Bowlus, representing the Milwaukee market, advocated the principle that "the rates from country points to Milwaukee, where no other market is directly intermediate, should be constructed on a reasonable basis via direct routes"; and we understand that this is identical with the recommendation of the Examiners. In other words, it is our understanding that when the Examiners say that the rates into the first market shall be made by application of a maximum yardstick scale, the words "first market" are not synonymous with "nearest market," and that regardless of the distance to

the first market the rates to it will be made on the basis of the scale in all cases except where over the route traveled there is another market directly intermediate, in which event the rates will break over such intermediate market.

The scale recommended by the Examiner as previously pointed out in this brief would unwarrantedly increase the rates to Chicago and Milwaukee from western points. For example,—for a distance of 400 miles the rates would be 26 cents on wheat and 23½ cents on coarse grain. From Minneapolis to Milwaukee the distance is 331 miles, and to Chicago 407 miles. The proportional rates from Minneapolis are 13 cents on wheat and 11½ cents on coarse grain. The local rates from Minneapolis under the Examiners' scale, would be double the Minneapolis proportional rate on wheat, and more than double the Minneapolis proportional rate on coarse grain. For 500 miles, the rates, under the Examiners' proposed scale, would be 29½ cents on wheat and 26½ cents on coarse grain, or higher than the proportional rates from Omaha to Chicago by 12 cents on wheat and 10½ cents on coarse grain. From Kansas City the local rates to Chicago, under the proposed scale, would be 29 cents on wheat and 26 cents on coarse grain, or 1½ cents on wheat and 10 cents on coarse grain higher than the proportional rates.

The highest local rate from the Missouri River to Chicago was during the postwar period of 1921 when it was 27½ cents on wheat. The Examiner would make it 2 cents higher than the highest rate that has been in effect during the last twenty-five years.

We cannot believe that the Commission will approve the Examiners' recommendation with respect to the measure of a distance scale, should it decide to prescribe distance scales to take the place of the present system of rates from the country points to the markets from Wisconsin and the territory west of the Mississippi River.

We are opposed to the application of a distance scale within Illinois,—

First. Because the rates to the border points in Illinois are used in constructing rates differentially to other markets and to consuming territory not within the scope of this investigation; and

Second. Because there is no evidence in the record which would warrant the substitution of a mileage scale for the present system of rates; and

Third. Neither the producers nor the carriers or the markets have requested a change in the system of rates.

The rates within Illinois are related to the rates to the East and to the Mississippi valley and any change in them would automatically change the rates to the East and the Mississippi Valley, which, as already pointed out, are not included in this investigation.

Before this hearing was begun we petitioned the Commission not to include Illinois in the investigation involving the western district because of the close relationship between Illinois and the eastern and southern territories, to which the Illinois grain is principally shipped. We, therefore, ask the Commission not to change the rates in Illinois. For reasons stated at hearing, we believe that the interstate rates to Chicago from points on some East and West roads in central and southern Illinois should be reduced to the basis of the intrastate rates. Aside from this minor matter there is nothing in the record to warrant the Commission disturbing the rates in Illinois.

How to Build Farm Storage.

For the information of grain growers who desire to provide storage room on their farms the Southwestern Wheat Improvement Ass'n has published a folder containing designs of four types of farm storage units with capacities up to 10,000 bus., copies of which may be obtained by addressing the Ass'n at 946 New York Life Bldg., Kansas City, Mo.

Wheat farmers realize that they can not afford to pile wheat on the ground, and in view of the general adoption of the combine the elevators on the southwestern railroads are unable to cope with the simultaneous rush to market.

More farm storage will spread the farmer's labor, income and marketing period over more time. It will assist in getting the grain away from the combine more quickly and will make it possible to harvest and market the crop without hiring much help. It will make the farmer more independent and enable him to use his own judgment in handling and selling his crop. Above all, additional storage will provide an opportunity to dispose of the crop at such prices as its qualities justify.

Mixing at Montreal.

Alexander Ferguson, assistant general manager of the Montreal Harbor Board, says that while there is no blending of standard grades, No. 3 durum and lower grades were, however, mixed with United States grain to round out the blend for macaroni makers in Europe. The total Canadian grain so used in 1928 was less than 3,000,000 bushels.

If this blending was prohibited, Canadian ports would be deprived of handling nearly 25,000,000 bushels a year. Norman Wight, chairman of the Eastern standards board, stated. At the same time the Canadian producer would lose, because there was no other market for his low grade wheat. The mixture was usually eight or nine bushels of United States wheat to one of Canadian.

Mixing of grain should be continued in the best interests of the farmer, Hon. T. A. Crerar, pres. of the United Grain Growers, advised the agriculture and colonization com'tee of the house of commons. He recommended a definite outturn standard and additions to the staff of the board of grain commissioners.

Mr. Crerar declared that if mixing were abolished entirely it would be very difficult to market certain grades. A great number of grades had come forward in the past few years owing to the experiments with rust-resisting wheat. Furthermore, he said, mixing would then be transferred to United States terminals and the wheat would be sold to European buyers on seaboard certificates. It would be better to keep mixing under Canadian supervision. He did not think that mixing had resulted in lower prices.

Responsibilities of the Country Grain Dealer.

[Continued from page 651.]

dealer the opportunity of closing out his stock at any time he may desire without having to sacrifice the stock at heavy discounts.

The grain dealer has become an adviser in his community, and in many cases has supplanted the banker who formerly held that position. Farmers have found that the broad contact and wide viewpoint conceived by the dealers is a sincere advantage in computing the local and general market conditions. Dealers are referred to on such matters as kinds of grain to be planted, methods of feeding stock, references for good tenants, advices on investments, and plans of handling their obligations, so that a profit may be received in the farming industry.

It is an every day occurrence for dealers to make and carry out verbal and written contracts, regardless of the terms thereof, and the losses that they may have to take in order to complete the contract. The grain business is an interesting business, as market conditions are constantly changing and the viewpoint and study are necessarily broad in scope.

Arbitration had its birth within the grain organizations, as it was the outgrowth of the early plan of the National Ass'n. of settling disputes and controversies between dealers. Arbitration has become a national institution and is recognized by the highest courts of the nation. I believe that there is no business which renders the true meaning of the word, service, as well as the conduct of the grain dealers. Successful dealers must necessarily be good losers as well as good winners, and depend on the average profit or loss rather than the individual deals that they may make.

Good fellowship is characteristic of the trade, and has been developed in recent years to a high degree by means of the group meetings and ass'n conventions, as sponsored by the state ass'ns. The grain trade has long fallen down in that the dealers have failed to educate the public as to the extent of their services and also, in the fact that the services are being rendered at the lowest margin of cost of any business in the country.

Pools and similar organizations have been at various times promulgated for the purpose of furnishing a less expensive marketing machine for the marketing of farm products, but they have persistently failed when thrown in competition with the machine which has been developed through years of service and intense competition.

Let us appreciate the position of trust that we are holding, be proud of our contact and our business, and develop the educational feature of telling the world of our right to succeed and the services we render. It is indeed a business that not only requires the best of a man, in order to succeed, but also develops his best qualities of conduct.

Marketing the 1929 Wheat Crop.

By A. B. Cox,

Director Buro of Business Research, Texas University.

The wheat farmers of Texas are confronted with the possibilities of very serious losses. It is true wheat works out of a bad situation quickly, but right now the outlook for the growers is very pessimistic, and demands the best thought and cooperation of all those interested in the welfare of the grain industry.

SUPPLY OF WHEAT LARGE: There have been two world bumper crops in succession. The carry-over is unusually large, being almost twice as much as last year. The estimate of the United States Department of Agriculture on May first for winter wheat production in the U. S. was 595 million bushels, 15 million more than last year and 46 million more than the 10 year average. The indicated crops of winter wheat in foreign countries are also larger. They show about a 5% increase in acreage and the condition is generally above normal.

THE PRICE OF WHEAT is ruinously low. Only one time since the War has the price been as low, and that time (1923) prices were approximately the same as now. To force large quantities of new wheat on an already congested market will likely cause further declines in the price.

THE GOVERNMENT'S REQUEST of the railroads to lower freight rates on wheat to speed up exports reacted unfavorably on world prices because it started a flood of dumping from other countries especially Canada, Argentina and Australia. It is probable that prices have not only been sent lower than otherwise, but it will tend to congest the central markets and ports until after Sept. 30, the date of expiration of the reduced rates.

THE ELEVATOR CAPACITY of Texas and Oklahoma is about 25 million bushels. Almost 17% of that is already taken, which means a free capacity of about 21 million bushels. The estimated production by the U. S. Department of Agriculture on May 1, for these two states, was 76 million bushels. The crop through the use of the Combine is harvested in less than 40 days and most of it within 25 days. The combined loading facilities at country points is estimated at less than a million bushels per day and unloading facilities at terminals and the ports in the district is less than that.

It is evident, therefore, that there is not enough elevator space in the states under consideration to take care of the anticipated crop. The local elevators cannot handle the grain as rapidly as it is harvested, and the terminal markets in the territory cannot handle the unloadings as fast as the locals load them. Moreover, the crop will not likely be distributed so as to make it possible for all elevators to work at capacity. The situation in the terminal markets will not be as serious as indicated because a considerable amount of wheat from Oklahoma is handled in terminals outside the district.

However, if the present outlook for the crop turns out to be correct, a large part of the wheat must go into temporary storage on farms. The kind and amount of storage space to be provided will depend on the rate of harvest and the marketing policy adopted. The rate of harvest will probably go forward as fast or faster than usual.

EARLY MARKETING BEST POLICY: An analysis of price and supply movements since 1909 coupled with the calculated costs of carrying wheat in storage indicate that as a rule the best policy for the Southwest is to market its wheat as rapidly as possible. The average farm price as indicated by the United States Department of Agriculture shows that wheat sold in July brought an average price of 128.4 cents per bushel and that if a carrying

charge of 1½ cents per bushel per month is required it could not have been held and sold on an average at a profit in any subsequent month. The best opportunity to sell would be in February, which shows an average price of 133.2 cents and this shows a loss of 5.7 cents on an average when the carrying charge is put in. Likewise wheat harvested in either June or August cannot on an average be held at a profit. On the other hand, wheat harvested in September and October can be held to be sold in January, February, or March with a profit on an average. November and December wheat sold in February shows the greatest profit for holding of any of the options.

There are undoubtedly exceptions to the above rule, and if the present demoralized condition in the market continues into harvest time this will be one of the years when a retarded market policy will probably pay.

NEED IS FOR TEMPORARY STORAGE: Because of the speeded up method of harvesting due to the use of the combine it is going to be advisable to provide more or less temporary storage space in the wheat belt each year of average production or above. If the present threat of congestion in terminals and the demoralized market continues into harvest it will be wise if not imperative for the farmers to provide temporary storage on farms for a large portion of the present crop, if they are to avoid serious losses.

The wheat must be stored in such a way that it can be moved or otherwise placed so it can dry and at the same time keep the costs of handling as low as possible. Considerable experimenting has already been done by agricultural engineering experiment stations to determine satisfactory methods of temporary storage for wheat.

Mr. Starch in charge of the Montana Agricultural Experiment Station has the following to say:

Temporary storage on farms is a decidedly vital question in Montana. We have carried on some studies in an effort to arrive at some solution of the problem, but as yet we have not succeeded in working out a satisfactory plan.

Considerable labor and expense can be saved when wheat is dumped direct from the combine into the field bin whence it may be hauled by trucks after the harvest season is over, thus, of course, enabling the trucks to be busy during the harvesting season and to lengthen the period of their usefulness by two or three weeks after harvest.

We have used lattice poultry fence lined with building paper very satisfactorily as a temporary field bin. We did not have any trouble from spoilage on top of the bin, but we had some loss on the bottom where the grain lies upon the ground. We have tried various means of preventing this loss such as covering the ground with straw and building paper and in a few cases we have built floors for the bin. The floors are somewhat costly, but we have come to the conclusion that they are after all a good investment.

The stacked bin is an experimental affair for the purpose of drying out combined wheat which had more than 14% moisture. These bins were built narrow and quite long. The average width being six feet, in length 12 or 14 feet. Two x 6's were laid flat and the corners overlapped, allowing a 2 inch space between each of the 2 x 6's for air circulation. This bin is heavy and hard to handle and not entirely satisfactory as a means of drying grain.

Cereal Chemists at their recent annual meeting at Kansas City elected M. A. Gray of Minneapolis pres., and M. D. Mize, who is chief chemist of the Omaha Grain Exchange, sec'y-treas.

The No. 1 wheat proportion of the 443 carloads of wheat tested in April at Seattle by the federal grain supervision department were below that of the past two months. Of that number, 227 tested No. 1, 167 No. 2, 29 No. 3, 8 No. 4, 3 No. 5 and 29 smutty. Of 487 carloads sampled during April at Tacoma, 288 went No. 1, 154 No. 2, 25 No. 3, 5 No. 4, 4 No. 5 and 32 smutty.

Responsibilities of the Country Grain Dealer.

By D. O. MILLIGAN, Secretary of the Western Grain Dealers Ass'n Before the Kansas Ass'n.

I think the grain dealers are entirely too modest in regard to their importance to their communities. The responsibility of the grain dealer to the community includes innumerable demands on the part of the farmer and the community in general. In order to appreciate the importance, try to imagine your community existing without grain elevator facilities. Try to visualize the handling of the wheat crop in your territory without the elevators, and the chaos which would follow such a condition.

The elevators of your community handle in a comparatively short period, a tremendous volume of grain at a minimum cost to the producer. In order to have such a facility it is necessary for the grain dealer to invest approximately \$10,000, as an average, in the building and machinery necessary to its operation. In addition to that many thousands of dollars are employed, especially during the heavy grain movements in order to finance the purchase of the grain up to the completion of the sale and the return of the account sales from the terminal market.

With the enforcement of the Federal Grain Standards Act, it became necessary for the grain dealers to have expensive grain grading facilities in order to compute the correct grade under that Act. This has often become a chemical analysis, including the determination of the protein content in the case of wheat. With this equipment at hand, the grain dealer must have the advantage of a number of years of experience in order to operate profitably for his constituents and the investors in the elevator. It is a complete study of world market conditions and marketing problems for the prompt handling of all grain offered, with the idea in mind that it is necessary that the farmer be furnished at all times with an open market for the sale of grain.

During the big movements of the year, the elevators are often operated 18 and even 24 hours a day. A constant market is offered for grain, regardless of quantity or quality, which is a service that is indeed worthy of high regard. These are some of the responsibilities that a grain dealer assumes in the handling costs of marketing grain.

Grief: It is not always well to mention the grief that is incurred in the grain business, yet at the same time it is well for us to take an inventory of those things which become not only financial but mental strains to the dealer, for example: It is the constant attempt of dealers to secure a volume of business which will yield a return that will place the operation of elevators on a profitable basis. Often margins for handling grain are reduced in order to offer a premium in price that will attract a volume of grain to the elevator. This practice, along with raising of grades above the correct grade, becomes a bad practice, which tends to disrupt the general moral code of the entire territory.

The expenses for the upkeep of grain elevators is a constant burden. It is generally conceded that the upkeep alone averages annually, for each elevator, about \$500.00.

The interest charges for money used in connection with financing a crop of grain is an item which has increased recently, especially on account of the value of the grain commodities and the increasing rate charges. Labor and taxes have increased along with the general living conditions of this country. Dealers must be in constant fear of purchasing grain having liens or mortgage attachments, in order to protect themselves from losses by having to pay for grain several times.

The dumping of grain in this wheat territory on account of the combine harvesting has caused the dealers to change their equipment in order to speed up the handling of the grain and to have facilities which will dry out and improve the grade of the grain. In many cases, dryers are being placed in elevators in order to take care of the various conditions of wheat. Truck dumps, truck scales, cleaners and grinders have had to be installed in order to take care of the machinery age, which has even reached the farming communities.

Dealers, through their organizations, necessarily must take steps to protect themselves from national and state legislation, as it appears that the legislative bodies are attempting either to enter the grain business or to formulate the plan under which the grain elevators are to operate.

The advantages of being a grain dealer are just as decided as the disadvantages, and offer attractive reasons why those who are in the grain business should remain, as well as reasons why it should attract new blood and new interest. First, the suitability feature of being in the grain business is an item which has a great deal of merit, as it offers the grain

[Concluded on page 650.]

Panhandle Dealers Hold Enthusiastic Meeting at Amarillo

The distances are great out in the plains region of the Panhandle and the area from which grain is drawn is usually large, Texas elevator operators are fully cognizant of the importance of association from an economic standpoint as well as that of keeping in touch with developments in the grain trade. No booster campaigns for membership have ever been conducted by the Panhandle Grain Dealers Ass'n. The membership has grown steadily without them. Registration totalled 116, the largest in the history of the organization.

Monday Morning's Session.

The first session of the 15th annual meeting was called to order by Sec'y J. N. Beasley at 10 a. m., in the Municipal Auditorium at Amarillo, Tex., May 20th. Absence of the pres., D. I. Barnett of Miami, made it necessary to appoint a presiding officer. L. F. Cobb, one of the oldest dealers in the Panhandle, was selected for the honor.

The delegates stood while Rev. Clark Buckner, Pastor of the First Christian Church, pronounced the invocation.

COL. HERRING gave the address of welcome, remarking that he is an inn keeper and that no one is happier to welcome a convention than an inn keeper. He told about the time when Mr. Beasley was mayor and how he made a good mayor because grain dealers have an inherent and well developed sense of fairness. After expressing his faith in the development of Amarillo as a grain center he called on Lester Stone.

LESTER STONE, Amarillo: We are glad to have you here. You are always welcome to Amarillo. Not only welcome, but doubly welcome.

R. L. McCLELLAN, Spearman, responding, expressed the appreciation of the delegates for Amarillo's cordiality and said he could see no reason why Amarillo should not develop into one of the big grain centers of the Southwest.

SEC'Y BEASLEY made his annual report, saying:

Sec'y Beasley's Annual Report.

We have had only one arbitration during the past year. This is not unusual. I think the average for the past number of years has been a little less than one a year. This is not necessarily because we are so good. Rather I attribute it to the fact that arbitration rules are so well known that differences are settled without proceedings.

(Mr. Beasley here read the financial report which showed the ass'n in good financial condition with a balance of \$1,946.72 in the bank.)

One of the purposes of this meeting has always been to estimate the probable size of the crop in the 38 counties which comprise the Panhandle. We have over a million acres devoted to wheat in this territory. Yet not more than 20% of our tillable land is under cultivation. One ranch in the Panhandle has more acres than are devoted to wheat in the entire 28 counties. One of the Mayors of this city had as many as 300,000 acres devoted to nothing but cattle.

Our land is capable of producing an average crop of from 15 to 20 bus. of wheat per acre. Since this is true, and since only a fifth of the tillable land is producing grain, it is easy to foresee the time when the Panhandle will produce 100,000,000 bus. of dark hard high-protein bearing wheat. The 20% under cultivation will produce, according to present forecasts, between 30 and 40 million bushels. The time is not far distant when Amarillo will have a number of large terminal elevators to take care of the immense amounts of grain produced, and when huge mills will be coming here to get their high protein wheat for maintaining the quality of their high protein flour. This is new country with unlimited opportunities.

CHAS. QUINN, Sec'y of the Grain Dealers National Ass'n, talked on National Legislation, largely repeating what was said at pre-

vious conventions in other states, as reported in the Journal heretofore.

FRED G. SMITH, Department of Agriculture, Chicago, told about the Grading of Grain an Exact Science, repeating what was said at the convention of the Texas Ass'n, as appearing elsewhere in this number.

Moisture Tests.

C. W. GRIFFIN, Federal Supervisor at Fort Worth, told about a banquet at the Elks Club there, sponsored by the Ft. Worth Grain & Cotton Exchange, where all the inspectors agreed to run moisture tests for anyone at 50 cents per test. "Draw your sample with a grain trier if possible and place about a pint of it in an air-tight container, then send it to your inspection point. A small sample loses moisture rapidly so the air-tight container is necessary if you are to have a true analysis. The same precautions should be observed when sending a sample for protein analysis for moisture influences the protein content.

"Load your cars evenly with the grain properly mixed. If inferior grain does not show on the surface the entire car is liable to be graded according to the lowest grade as a plugged car, whether the plugging was intentional or not.

"If you have a small amount of poor grain to be included in the car it is often advisable to sack it and put it on top. This will enable the inspectors to give you fair and honest grading."

The following com'tes were appointed:

RESOLUTIONS: Jule G. Smith, Ft. Worth, chairman; L. C. McMurtry, Pampa; E. N. Noble, Plainview.

NOMINATIONS: Walter Barlow, Amarillo, chairman; John Elliott, Kress; Harry Kearns, Amarillo.

AUDITING: Lester Stone, Amarillo, chairman; H. H. Elam, Wildorado; R. L. McClellan, Spearman.

Adjourned to 2 p. m.

Monday Afternoon Session.

The second session opened at 2 p. m. in the American Legion Home with Mr. Cobb in the chair.

S. J. COLE, traffic manager of the Board of City Development, talked on Proposed Rate Changes in the Panhandle. Briefly, he said:

Proposed Rate Changes in Panhandle.

Docket 17,000 of the Interstate Commerce Commission started a far reaching investiga-

New Officers Panhandle Ass'n.



Left to Right, Sec'y. R. L. Yeager, Amarillo; Vice-pres. R. L. McClellan, Spearman.

tion in grain and agricultural rates which is likely to lead to some changes in the Panhandle district.

The first hearing was conducted at Ft. Worth May 19, 1927. During the course of subsequent hearings in Wichita, Kansas City, Chicago, Minneapolis, Los Angeles, etc., more than 2,100 exhibits were submitted along with 15,000 pages of briefs and over 63,000 pages of transcripts were made in taking the testimony. All this the examiners have had to wade thru and it is a difficult job.

Texas interests joined forces at the Dallas hearing and organized the Central Grain Com'te which proposed the 1,500 mile graduated scale for Texas and Oklahoma, which is slightly lower than the present scale. This will necessitate some changes of rate groupings.

The old style blanket rate arrangement we felt to be best for Texas interests. As an alternate basis we suggested a 250-mile area with equal rates. Outside of that area one cent would be added to the rate for each additional 50 miles. This would relieve discriminations between Oklahoma and Texas. We further asked that no rate differentials be added for West Texas and New Mexico areas.

Transit stops: The proposal that these be limited to two, including stops for inspection was not approved and we countered with a suggestion that the limit be set at five, including inspection stops, which should not interfere with free commerce in grain.

The proposed groupings would leave export rates about as they are now.

Whether or not flour should take a higher rate than wheat was one of the questions submitted. In most cases it was felt that it should since flour is so much lighter and so much more susceptible to damage.

Oral argument will begin before the Commission in Washington on the 27th of this month. It is likely little change will be made in the grain rates of the Southwest, except in the case of the rate scales for the Panhandle region. The commission's decision may be out in time for use on this crop, tho it will necessarily have to work hard to accomplish this. Among the things it must approve is making rates retroactive on grain in storage as they are now.

HENRY ANSLEY, Amarillo Globe-News, discussed the agricultural experiment work in the Panhandle, saying:

Agricultural Experiments in Panhandle.

Ever since the Globe-News opened its agricultural department we have been promoting and seeking to conduct experimental work which would develop suitable crops for the Panhandle region. We have been working for increased acreage under cultivation and more intense farming of acreage being tilled.

A bill was presented to the legislature during its last session for setting up an agricultural experiment station in this region, but Gov. Dan Moody side-tracked it. However, another session will be coming along and I hope you will all keep in mind the passage of this bill and its importance to the agriculture of the Panhandle.

Walter Barlow has turned over to us 11 acres of land adjoining the mill on the south side of town, with which we are now experimenting, having planted several varieties of wheats thereon.

We are now staging a Master Dairy Conference in which 63 farmers are entered, competing for \$1,000 honors. We believe the Panhandle can produce milk and butter 25 to 30% cheaper than these products can be produced anywhere else and economy of production is one of the things being stressed.

We believe the same thing can be done with wheat and with the backing of your organization the Globe-News is prepared to go ahead with organization of a Master Farmers Conference for the economical production of wheat. It would require \$500 or \$1,000 for prize money.

Cost of production would be stressed on the score cards and there is no doubt that with the publicity we can offer, and I can assure you of plenty of it, varieties, qualities and methods of production would be developed which would bring early realization of 100,000,000 bus. grain for the Panhandle.

Several of the dealers expressed themselves as favoring the formation of a prize money fund by the ass'n for this purpose. On vote of the delegates the directors were instructed to appropriate whatever amount they saw fit.

Crop Reports.

Crop reports were next in order. A survey of these reports indicated improvement of crop prospects over last year and forecast shipment of 17,150 cars of wheat. All sections were not heard from and estimates based on

reports made indicated the 38 counties in the Panhandle will ship from 25,000,000 to 30,000,000 bus. this year.

Oats and row crop acreage have been increased and heavy production of these is expected. Large areas of new sod have been turned, especially in the section served by the new line of the Rock Island from Amarillo to Liberal, which is expected to be in operation by August.

The report of the auditing com'te was read and accepted.

Resolutions.

The resolutions com'te offered a number of resolutions expressing appreciation and thanks to the officers of the ass'n, to the city of Amarillo, to the Hanson Post of the American Legion and others concerned with making the convention a success. Its resolutions were unanimously adopted.

New Officers.

The nominating com'te made its report and the following officers were unanimously elected for the ensuing year: Pres., C. L. Ludwig, Groom; Vice-Pres., R. L. McClellan, Spearman; Sec'y-Treas., R. L. Yeager, Amarillo; Directors, J. T. Patton, Higgins; Geo. Roach, Lubbock; Jess Riffe, Texhoma; Blake Hawkins, Tulia; Roddy Harwell, Vega.

JULE G. SMITH spoke briefly, predicting 425,000,000 bus. of wheat in this year's Southwestern wheat crop, compared with the government forecast of 350,000,000 bus.

JOHN ROSS, Amarillo Grain Inspector, asked that dealers designate on their Bs/L when they want their cars inspected so that the railroads would send him a manifest.

Adjourned *sine die*.

Banquet.

An excellent banquet with several courses was served the delegates at 6:30 p. m. Monday in the Crystal Ballroom of the Herring Hotel thru the courtesy of the Panhandle Grain Dealers Ass'n and the Amarillo Grain Exchange.

Following dinner entertainment features consisting of ballet dancing and a couple of dialect readings were provided by Mrs. Dana Harmon Trent and were roundly applauded.

Showing of an educational film on wheat harvesting from the early sickle and cradle to the modern combine was shown thru the courtesy of the Department of Agriculture.

Panhandle Convention Notes.

O. E. Harris represented Omaha, Neb.

Wm. P. Little came from Wichita, Kan.

Several ladies attended with their husbands.

W. W. Hollifield of Melrose was New Mexico's representative.

From San Antonio came Martin C. Giesecke and Walter Giesecke.

Bullet pencils were distributed by J. C. Crouch Grain Co., C. M. Carter Grain Co. and Blewett Grain Co.

Thomas W. Brown of Lubbock was a supply trade representative present.

J. J. Fite and M. L. Standifer, of the Mill Mutuals Ins. Co., came from Wichita Falls.

Everybody was sorry to see so capable an officer as J. N. Beasley relinquish the secretaryship.

Plenty of visiting was done between the dealers, so the marketing of the Panhandle crop is bound to be easier.

The Federal Supervisory Department was represented by F. G. Smith of Chicago and C. W. Griffin of Fort Worth.

R. T. Cofer represented Crouch Grain Co. of Dallas; Carl C. Brown, from the same town, represented the U. S. Whse. Act.

Leo Potishman distributed bells with "Transit Grain Co." imprinted thereon and everyone kept ringing them, making the convention sound very much like a celebration.

Fort Worth representatives were Julian N. Barrett, C. M. Carter, C. S. Elliot, G. B. Hogan, Harry Johnson, Leo Potishman, K. K. Smith, Jule G. Smith, and Chas. Simons.

Kansas City grain companies were represented by R. A. Kelly of Norris Grain Co., John W. Pribble, Jay H. Wooldridge, D. J. Razliff, of Scoular-Bishop Grain Co., and Orla A. Severance.

Some confusion resulted from the mistake of the morning paper wherein it was stated that the meeting was to be held in the Herring Hotel. But it was finally straightened out and everybody was in attendance at the American Legion Home in the Auditorium, where this meeting has been held regularly for the past several years.

Country shippers from the Panhandle were J. A. Abernathy, Tulia; R. L. Bagwell, Claude; Ben D. Beck, Gruver; E. G. Beall, Dalhart; J. A. Barnett, Groom; Edw. Balderston, Canadian; Albert Buhrkuhl, Kress; C. O. Byrnes, Dimmitt; H. C. Cowan, Tulia; O. H. Curtis, Texhoma; Albert R. Clubb, Petersburg; Dick Chapman, Sherman; A. W. Clark, Hart; J. L. Carhart, Panhandle; W. A. Cornett, Groom; L. F. Cobb, Plainview; Tom F. Connally, Clarendon; O. D. Dinwiddie, Hart; H. H. Elam, Wildorado; Jno. W. Elliott, Kress; W. E. Elling, Vernon; T. G. Fields, Groom; H. W. Forester, Morse; T. A. Fahey, Morse; E. E. Fridley, Hereford; C. H. Ging, Spearman; R. T. Gischler, Friona; O. H. Heard, Petersburg; F. A. Holstme, Claude; H. B. Hankins, Tulia; E. T. Hughlett, Claude; K. L. Kirkland, College Station; C. L. Ludwig, Groom; W. A. McKingie, Abernathy; Roy McMillen, Pampa; L. C. McMurtry, Pampa; J. E. McAvoy, Aiken; R. L. McClellan, Spearman; A. J. Mayfield, Spearman; A. M. Medler, Abernathy; A. C. Matthews, Pampa; E. N. Noble, Plainview; L. V. Nelson, Claude; F. H. Oberthier, Hereford; M. E. Phillips, Spearman; W. F. Peugh, Higgins; J. T. Patton, Higgins; Geo. M. Roach, Lubbock; J. G. Sicha, Texhoma; J. R. Smith, Groom; Clavin Steares, Floydada; C. R. Slay, Groom; W. H. Wright, Lubbock; J. D. Webb, Abernathy; H. E. White, Washburn.

At the Amarillo Meeting.



Front, left to right: R. T. Cofer, Dallas; C. M. Henderson, Amarillo; W. H. Wright, Lubbock; W. A. Martin, Amarillo; E. G. Beall, Dalhart.

Back row: E. E. Fridley, Hereford; R. L. McClellan, Spearman; Harry Kearns, Amarillo, and J. J. Fite, Wichita Falls.

Standard Weight Supervision

Address by Jos. A. Schmitz, Chicago Board of Trade Weighmaster, before Illinois Grain Dealers at Peoria.

The country shipper, selling his grain on weights determined long distances from his elevator by someone other than himself is, obviously, concerned with the results thereof. But where such results are satisfactory he may be little interested in who performed the weighing, or how the grain was weighed, or the character of the supervision that may have been given, if any. And yet, someone is responsible for such satisfying weighing results that are so acceptable to him.

If his grain is handled at some terminal market, the chances are he will receive some sort of document indicating that the weighing was given official supervision, and he will be charged therefor. Experience has taught him, however, that "official weight supervision," if ineffective, may be a menace rather than a blessing. He has found that ineffective, official, weight supervision tends to increase the weighing hazards by clothing "bad weights" with undeserved official titles.

Standard weight supervision for this reason was defined and endorsed by the Terminal Grain Weighmasters National Ass'n, and this definition has been accepted, generally, by the grain trade, to-wit:

Supervision (direct) by impartial weighers receiving no remuneration whatsoever from the parties owning or operating the scales used in determining the supervised weights, or owners of the grain.

Supervision sufficient to assure intelligent inspection of all cars inbound and outbound, and the delivery of all grain from car to scale, or from scale to car, as the case may be.

Inspection of scales and equipment used to weigh and handle grain to and from cars.

Comprehensive record of all activities.

Supervision clothed with sufficient authority to enforce rules and regulations recognized to be essential in order properly to protect the weights of grain.

In connection with this definition of "Standard Weight Supervision" there was a movement, some years ago, to induce all terminal grain markets, whose weight supervision conformed thereto, to certify to that fact on their certificates of weight issued for each car weighed; but this movement was unsuccessful. It was the contention of the advocates of this procedure that it would tend to improve the weighing supervision at terminals everywhere.

Classification of scales and equipment has been advocated. This, it was claimed, would encourage the installation of modern equipment by those whose facilities, under such a grouping, would be placed into a low class which, in turn, would tend to decrease the standing of their weights. This proposed program was not well received, primarily for the reason that the expense involved in bringing all the equipment up to the high standard contemplated by this plan would be prohibitive. Then, again, it was feared that the weight shortage claim controversy would be augmented by such a classification. Anyway, it would be difficult to prove that good weights are obtainable only if and when "class A" equipment, as contemplated by this proposed program, is used. It was pleasing to note, however, that all were in agreement in that, irrespective of any possible classification of equipment, there should be but one class of weight supervision; and that any deviation from such one class, or standard, would be detrimental to the man buying or selling his grain on weights determined by others.

Right here I am prompted to remark that, aside from any classification of equipment or official definition of adequate weight supervision, there must be a genuine desire at the weight settlement point for good weights, adequately and officially supervised, and sufficient funds available or procurable for the purpose, before "standard weight supervision" can become a reality. It is an injustice to clothe weight supervision with false official titles.

At Chicago the grain trade believe that the weighing of grain should be surrounded by every safeguard for which it is practical to provide. Because of this conviction the Chicago Board of Trade's weighing supervision of inbound cars begins in the outlying receiving yards, and it does not end until the grain has been unloaded, delivered to the scales, and weighed. And even after that the supervision is continued by a comprehensive custodian service for the protection of buyers and sellers and of interested banks.

Perhaps some of you, on your next visit to Chicago, would like to see and learn more about the activities of the Chicago Board of Trade Weighing Department. If so, it would please me very much to escort you around, where you can see how the entire work is handled.

Manchuria last year produced its largest crop of soy beans, 5,500,000 tons.

Oklahoma City Entertains Big Convention

All the elements favored a large turnout for the thirty-second annual convention of the Oklahoma Grain Dealers Ass'n. The weather was ideal for those wishing to drive, and the meeting of the Southwest Shippers Regional Advisory Board afforded half-fare tickets for those coming long distances on the train.

Contrary to the usual custom, the functions of the organization were unfortunately *not* held under one roof, but rather under several. No "headquarters" hotel was observed, which, reduced registration—and the gossiping hours so precious to the hearts of many. The sessions were held in the large auditorium of the Masonic Temple, and the annual banquet at Chamber of Commerce.

The convention this year was held in conjunction with that of the Oklahoma Millers Ass'n, as usual, and in addition to a joint session with the Shippers Advisory Board, a joint session was also held with the Oklahoma Retail Coal Merchants Ass'n.

The joint attendance was astonishing, reaching in the neighborhood of 600.

CARRIERS PREPARED FOR HUGE MOVEMENT

The meeting of the Advisory Board opened at 9:30 a. m. with about 450 present. The usual routine of business was followed.

Summarizing the four-and-a-half hour session the essence of the meeting was to the effect that 40,000 combines would be used this year in harvesting the crop of the Southwest.

Obviously, such a wholesale change in harvesting tactics will seriously affect both the grain dealers and the railroads.

To cope with the movement of this year's crop, which will probably take fewer weeks this year than heretofore because of the increased number of combine harvesters, The Katy has 600 more cars on storage tracks ready to be spotted on a moments notice, the Mo. Pac. has 30 per cent more than last year, the Rock Island has 2,000 and the Frisco 1,600. This preparation is considerably in excess of that of 1928.

Just because the carriers have provided more cars than were available a year ago, shippers were requested *not* to order more cars than absolutely needed, to facilitate what will probably be the heaviest grain movement on record.

An attempt was made to forecast in which direction the grain would move this year, which lead to the question of transit.

Under the proposed reduced export grain rates the Interstate Commerce Commission was said to favor the elimination of *all* transit. Between terminals, transit should be eliminated, it was agreed, but from points of origin the contrary was preferred in every respect. If transit is not allowed the railroad's cars will be used for storage at seaboard points and an embargo is certain to accrue, with accompanying losses to everyone. Jule G. Smith and Cecil Munn both testified to the above.

Grain Dealers Meeting.

ROY HACKER, Enid, President of the Oklahoma Grain Dealers' Ass'n, called the first session of the group together at 2:30, Thursday afternoon, with around 300 present.

THE ADDRESS OF WELCOME was tendered by Ed Overholser, president-manager of the Oklahoma City Chamber of Commerce.

COMMITTEES APPOINTED included the Nominating Com'te composed of the Board of Directors, who are: M. E. Humphrey, Chickasha; W. B. Johnson, Enid; John McCrady, Yewet; J. J. Stinnett, Oklahoma City; and J. R. Thomas of Carnegie.

The RESOLUTIONS COMMITTEE named in-

cluded Frank Winters and John O'Brien, both of Oklahoma City, and Harry Joyce of Frederick.

THE ECONOMIC SITUATION, ably treated by H. R. Stafford, Executive Vice-President of the Missouri Pacific Lines, Houston, Tex., sized up the relationship between the grain shippers and the railroad. His address is quoted elsewhere in this number.

Commercial Arbitration in Modern Business.

D. I. JOHNSON, Oklahoma City Attorney, on "Commercial Arbitration in Modern Business," said:

A certain evolution is slowly and surely taking place within our business structure today. The Supreme Court recognizes and compliments the efforts of industries in establishing better business ethics and practices. So, too, with the growth of commercial arbitration, which, incidentally, was first practiced, as far as records report in the year 6,000 B. C.

Through the efforts of the Chamber of Commerce of the United States, many states are adopting commercial arbitration laws, which is materially aiding the efforts of trade ass'ns and industries in sustaining arbitration committees and awards; where, as it now stands in some states it is not necessary to stand by an arbitration award. This latter situation is deplorable, but the loser of an arbitration case sometimes rightly surmises that an uninformed jury, unacquainted with practices of different industries, might give a different decision.

Under commercial arbitration three arbitrators are fairly and unbiasedly chosen, and a judgment immediately recorded in court. A bill is now proposed in the state legislature to pass a commercial arbitration law, making it mandatory to recognize arbitration awards, which is of enough importance to warrant support of this organization.

PRES. ROY HACKER appointed: J. W. Maney, chairman; Frank Winters, and C. E. Munn a committee to pledge the support of the organization and help to secure its enactment.

CO-OPERATION OF RAILROADS AND SHIPPERS

G. G. TAYLOR, Manager, Public Relations, American Ry Ass'n, "Co-operation and Co-ordination of Railroads and Shippers," reviewed the progress in the production of grain.

Transportation is as important as the production of the grain itself. The value of grain would be slight if there were no transportation to move that grain to where it could be used. Therefore transportation is a contributing factor to the value of a commodity. Shipper co-operation in doing what they can to expedite movement is an important factor, particularly in face of the fact that a car is in the possession of a shipper and receiver about 50% of the time.

Through the co-operation of shippers car-shortages last year amounted to .03%. Car miles per day were also increased to 31.3 in 1928.

Out of this territory in July of last year, three railroads hauled 66,000 cars. If loaded as in 1923, some 6,500 additional cars would have been necessary. A full utilization of cars is essential, and, happily, increasing. "We'd better hang together, than to hang alone."

Perfecting the art of co-operation further is a worthy good, and a profitable one. The day has passed when one's own selfish problems are alone to be considered. Today it is necessary to sympathetically study and understand the problems of those about one, with whom one is associated in business or comes

in contact in the interests of harmony. With truer understanding comes the ability to be of greater service, and "He Profits Most Who Serves Best."

FARM RELIEF LEGISLATION

CHAS. QUINN, Sec'y Grain Dealers National Ass'n, spoke on pending "Farm Relief" legislation, as reported in full before the Western Grain Dealers Ass'n convention, in the April 25th number of the Grain Dealers Journal.

If the present bill becomes a law, the government will engage in a wholesale and monopolistic bureaucratic manner in the wheat and cotton exporting business, which, under the probable execution of the law will force many to sell their business and properties to the bureaucrats, and force others out entirely.

Following much discussion the meeting adjourned at 5:30.

The Banquet.

A delicious dinner was served to over 600 grain men, millers, coal dealers and railroad officials in the spacious dining room of the Chamber of Commerce building at 7 o'clock, p. m. on Thursday evening. Music by a well tuned orchestra and a clever soprano entertained the delegates while they were engrossed in the business of dining and exchanging pleasantries.

When ice-cream, in the form of yellow and green ears of corn, had been dispatched and cigars lighted, Ernest Mashburn, one of Oklahoma City's former grain merchants, led in community singing of such old favorites as "Sweet Adeline," "My Wild Irish Rose," "Let Me Call You Sweetheart," etc.

Then began the roasting and toasting which usually follows banquets. Several railroad men were called upon, and these were followed by the equally clever and hilarious merriment produced by grain dealers, including Dave Lorenz of Enid, Wm. Murphy of Kansas City, Jule Smith of Fort Worth, Chas. Quinn of Toledo, and others.

Friday Morning Session.

The second business session opened at the Masonic Temple Friday morning with Roy Hacker presiding. About 150 were present.

Handling Combine Wheat.

J. F. JARRELL, Manager Agricultural Dept., Santa Fe R. R., Topeka, Kan., spoke pointedly on "Handling the Combine Wheat from the Railroads Standpoint," first pointing to the reluctant and unprogressive attitude of the country grain dealer toward increasing storage.

Because the country grain dealer has not provided ample storage facilities, the farmers have taken the initiative and invested in farm storage.

Farm storage in Kansas amounts to more than the elevator and mill storage. Farm storage increased 35 million bushels last year for a total of 168,000,000 bushels. Elevator storage in Kansas totals 55 million and mill storage 34 million bushels, an increase of only 12 million during 1928.

Farm storage has, until this year, been poorly distributed considering the regional surpluses of the crop, but this is being overcome.

Precautions of storing combined wheat have been listed and circulated to the producers of the Southwest. It will be of particular interest to note the warning producers to keep wheat from green patches as well as weedy wheat *by itself*; not to mix weedy or green wheat with dry wheat; and to spread out damp wheat in thin layers to dry.

The railroads naturally favor farm storage, as the movement is extended over a greater period as a consequence.

C. W. MULLEN, Associate Editor, Oklahoma Farmer-Stockman, on "Handling of Combine Wheat from the Farmers Standpoint," pointed out that the discount deducted by the country elevator for heavy moisture content

in combined wheat was considered to replace hail insurance. Also, the farmers income for the entire year is dependent upon his crop, which explains his eagerness to get his crop harvested and marketed. Thus the grain dealer is confronted with two sound reasons as to why the farmer is anxious to market his new crop.

A summary of a survey made on moisture content in relation to hours of the day when grain was cut, and the proximity of harvesting in relation to rain fall and moisture content, was interestingly related.

One typical field showed a variation of 7%, from 13 to 20% moisture. No ordinary human faculty could differentiate between the moisture content in the various sections of the field; which explains why farmers bring in wheat of high moisture content, and why grain dealers buy high-moisture grain without knowing it, and usually suffer the consequences.

Grain dealers were scored for not modernizing their 30-year old plants to handle and store as fits the needs of their community, in contrast with the progress made by farmers in the harvesting of grain and the rapid adoption of new machinery during the past 20 years. The farmer has replaced every wheat raising implement on his farm.

Several times, in the course of the last 20 years, farmers have progressed.

In concluding, a plea was made to be prepared to handle wet wheat, by the installation of driers, to have moisture testers installed for use, and to expand storage facilities.

Heretofore moisture testers were used primarily in the corn belt only, but today 34 out of 219 elevators in the wheat belt of Kansas have and use them. Some 70 out of the same 219 have and use grain triers on wagon-loads and carloads, which, with moisture content the unknown factor shows little progress on the part of the grain dealers.

FRED G. SMITH, in charge Inspection Efficiency, Chicago, ably treated the "Handling of Combine Wheat from the Grain Dealers Standpoint," which is published elsewhere.

DISCUSSIONS following disclosed it was wiser and more profitable for both the grain dealer and the farmer to handle the poorer quality of grain when first harvested, because it will be more difficult and more costly to handle when musty and weevilly, as it will become if the grain dealer refuses it and the farmer takes it back and stores it on the farm. It was recognized that the farmer sells the poorest grades to the grain dealer first and has to keep the better qualities.

Further discussion showed those present to favor extending farm storage.

Co-operating with farmer patrons, advising them of grading and storage problems, etc., was cited as the most commendable and profitable policy to adopt.

Extending elevator storage was not favored in lighter producing sections, particularly in the red wheat territory where there are no combines.

Storing green, wet and weedy combine wheat was condemned as gross folly, particularly where drying, cleaning, moisture testing and storage facilities were lacking.

Making moisture test was quickly endorsed. The general adoption of this practice is expected to effect an immediate change in the business conduct of grain buying.

JULE G. SMITH, Fort Worth, on "Terminal Storage of Combined Wheat," said less difficulty is experienced with same first 30 to 90 days than thereafter. "Farm storage fills a need of lightening the peak receipts at terminals, but after 90 days farm storage becomes a liability because of inadequate facilities for turning and caring for grain."

Terminal elevators are, in his opinion, the proper storing place for questionable grades, for the above reasons, and because these grades can better be disposed of by mixing.

He seemed to express the consensus of opinion in advising immediate marketing of dubious grades of wheat.

The contrast in fire insurance rates between an inflammable farm elevator and the fire-proof terminal plant was also a factor cited.

JARDINE'S echo was heard again in "hold for higher prices."

TRANSIT ALLOWED FOR YEAR ON REDUCED RATES

REDUCED GRAIN EXPORT RATE tariffs, it was learned, will become effective May 29. Transit privileges are to be allowed for 12 months. Grain now at transit points will not be benefited by the transit privileges, which only applies from points of origin, according to Rock Island tariffs.

THE CAR DISTRIBUTION RULE was outlined, as well as the "blocked elevator" car distribution rule. A com'tee was appointed to take up the terms of these rules with the carriers.

SECRETARY PROUTY, Oklahoma City, read his annual report from which we take the following.

Secretary Prouty's Annual Report.

A closer association and relationship among the three big interests, shippers, carriers and receivers, is what we had in mind when planning for our Annual meeting this year. We felt that the interests of the one was subservient to the interests of all, yet how to get these interests working in harmony with each other was the question. Right here determination entered into the fray and paved the way for this Annual Meeting of ours to go down in history as the largest in attendance and in accomplishment, all because we are working in conjunction with the important factors that have very much to do with the marketing and transportation of all agricultural products.

ASSOCIATION WORK: Personal contact is the greatest factor in association work, and whenever this feature is overlooked there is noticeable lessening of interest which cannot be overcome even though attempted by other forms of activity. Thus our Association work is carried on, so to speak, from two angles, the one through correspondence and bulletins, the other through general and group meetings.

Last fall your President, and Secretary, conceived the idea of group meetings instead of a general meeting and proceeded to work out a schedule calling for three weeks of intensive travel through the latter part of September and early October that would take us through the principal agricultural districts of the state. This proved to be a move with satisfactory results in that the meetings were well attended and the subjects presented for general discussion were taken hold of in a way that manifested much interest. This afforded the President and Secretary an opportunity of giving personal visitation to the trade, which we did, as we jig-jagged and circled from meeting place to meeting place.

MEMBERSHIP DRIVE: Through approval and authority of the Board of Directors we started a campaign to boost our Membership on Sept. 1st, 1928, and continuing until Dec. 31st, 1928. The real object of this drive was to enthrone a more united Membership. The drive netted the Ass'n thirty-three new members.

REDUCTION IN WHEAT ACREAGE: There was brought to our attention prior to last fall's wheat seeding the seriousness of the low prices at which wheat was selling, and the possibility that the situation would be even more acute should a large acreage be planted, that a movement should be started throughout the southwest to induce farmers to reduce their wheat acreage. Our Board of Directors took the position that we were not in entire sympathy with this suggestion, because we have a great deal of confidence in the influential effects of the price of grain in a wholesome market left free from political or legislative interference.

LEGISLATION: At the regular session of the Oklahoma Legislature a Commercial Arbitration Bill, H. B. 297, was introduced by Representative Claude Briggs. The state of Oklahoma has no Arbitration law on its statute books. At a time when business and industry are more and more depending upon the quick, inexpensive and efficient disposition of disputes by Arbitration, such an agreement to arbitrate is meaningless in our state as it can be revoked at any time.

The proposed legislation affords the remedy for this untenable situation as it makes enforceable and irrevocable all agreements to Arbitrate. The method of Arbitration for the settlement of commercial disputes is well established in our industry and it is with pride that we refer to the fact that the Grain Dealers National Ass'n and its affiliated organizations are pioneers in commercial Arbitration, having

adopted this system at Des Moines in 1901. In order, however, to make Arbitration really effective, practical and complete, it is necessary that the courts shall sanction all agreements to Arbitrate, and that awards can be enforced in the same manner as a judgment.

The Bill as introduced by Mr. Briggs is in complete harmony with the United States Arbitration Act and is based on a Draft Bill, sponsored by the American Arbitration Ass'n.

LEGISLATIVE COMMITTEE: This committee has been constantly on the job and thoughtful of its responsibilities. A close check each day was made so that the committee could keep in touch with what was going on.

SOUTHWEST SHIPPERS ADVISORY BOARD: We view without future alarm and give praise to the satisfactory results of this organization's work in giving to the general public a greater degree of proficiency than was even thought possible when they came into existence in 1923. Prior to that time the shipping public was worried, apprehensive at all times lest contracts they had entered into and agreed to fill could not be completed. Box cars for grain loading were scarce, embargoes and congested ports were common. The ports of entry have been free from embargoes since 1923, equipment for bulk loading is available in keeping with general demands, and congestion wherever found, has generally been eliminated. With these obvious facts before us, the shippers of Oklahoma should be glad of the opportunity to join forces with the Southwest Shippers Advisory Board.

FEDERAL INSPECTION: It is our belief, gathered from observation, that the attempt of our Federal Government in establishing a uniform system grades and inspection is to be congratulated on the great degree of success thus far attained. We believe such a system of uniformity, if kept free from the contaminating influences of politics, should receive our encouragement and endorsement.

ARBITRATION: This means of settling disputes is gaining favor, notwithstanding our records show only one case was referred to the Arbitration Committee during the past year. In the ordinary course of business in the grain trade it is quite possible that disputes and controversies will sometimes arise regardless how careful dealers may be to avoid them. However, many cases are settled or withdrawn through correspondence with the Secretary. Fourteen such cases were settled in this manner during the past year.

MEMBERSHIP: Our Ass'n is stronger numerically and financially than a year ago. We have lost 31 members through various causes such as selling out, removals, quitting business, fire, death, delinquencies, consolidations, etc., while to offset this we have taken in 44 new ones, making a net gain of 13.

"Treasurer's Annual Report"

May 1, 1928, to May 1, 1929.

Total receipts from all sources.....	\$4,306.96
Expenditures:	
Office rent	\$ 292.00
Phones and telegrams.....	114.39
Printing and stationery.....	96.31
Stamps	111.70
Traveling expense	218.70
National Ass'n dues.....	75.00
Secretary received on salary.....	3,398.86

Due Secretary on salary.....	\$201.14
Due Ass'n on quarterly dues.....	143.50

Deficit if all collected.....\$ 57.64

Resolutions Adopted.

THE RESOLUTIONS COM'ITE tendered resolutions of thanks to the Oklahoma City Chamber of Commerce for its many courtesies; to the Southwest Shippers Advisory Board for its friendly cooperation, requested every member to get a member; endorsed the Draft State Arbitration bill pending in the state legislature and the following resolution:

Expect Interests of Grain Growers and Handlers to Be Safeguarded.

RESOLVED, that we, the members of the Oklahoma Grain Dealers Ass'n, having confidence in the ability and constructive vision of President Hoover, are depending upon his ability to safeguard the various interests of the growers and dealers of the wonderful growing and marketing industry of the United States, our interest being mutual we are all interested in permanent staple markets.

The present efficient grain handling methods of the grain industry have been developed through years of careful conscientious conservative experience, guided wisely by our leaders of the past, and we believe and confidently expect that the President and Congress of these United States, in this period of unrest, and over-production will enact only such legislation, through constitutional channels as will conserve and safeguard to this Nation the wonderful efficient grain handling facilities of the grain industry to the best interest of the whole Nation.

OFFICERS ELECTED

The Nominating Com'te recommended selection of the following for the coming year, which were unanimously elected:

John R. Thomas, Carnegie, president; C. T. James, Gage, vice-president; C. Frank Prouty, Oklahoma City, sec'y-treasurer.

New directors are: W. B. Johnson, Enid; John O'Brien, Oklahoma City; Harry Joyce, Frederick; E. S. Bouldin, Muskogee, and Paul Peeler, Elk City.

Arbitration Com'te appointments were: Ben Feuquay, Enid; J. N. Stewart, Chelsea; and Harry Hunter, Okarche.

Member Tri-State Appeal Com'te: W. M. Randels, Enid.

With announcement concerning the meeting of the Coal Dealers in the afternoon, the session adjourned into a "farewell" scene *sine die*.

Oklahoma Convention Notes.

O. E. Harris came from Omaha.

J. H. Criswell came from Selden, Kan.

D. J. Rutledge came from Amarillo, Tex.

Geo. S. Colby represented the Port of Houston.

W. C. Fuller of Hutchinson, Kan., was present.

Continuous quotations were supplied by J. E. Bennett & Co.

Price Feuquay and W. P. Voils came from Wellington, Kan.

R. T. Cofer and R. C. Andrews were present from Dallas, Tex.

Much merriment abided in hotel rooms where shippers and receivers gathered.

Fred Smith and R. O. Cromwell dropped in during the course of their crop forecasting tour.

GALVESTON representatives were Thos. F. Shaw, F. Parker, H. F. Johnson, and J. F. Ryder.

From Chicago came Frank A. Miller representing Jas E. Bennett & Co. and Adolph Kempner.

W. M. Black, who commutes between Arapahoe and Los Angeles, was back to visit his old friends in the trade.

Sunny Jim Hutchins of Ponca City, one of the early grain traders of the state was on hand to meet his many old friends.

R. B. Harrington of Forgan, formerly an elevator operator but now operator of a cattle and wheat ranch, visited old friends.

A model of a Jay Bee Hammer Mill was on display at the Huckins Hotel in charge of R. A. Lester, southwestern sales manager for J. B. Sedberry, Inc.

Having the convention in the Masonic Temple auditorium and the grain dealers scattered around among so many hotels made it difficult for many of the folks to find each other.

WICHITA representatives included Ray Green, Glenn Yancey, A. W. Gile, J. C. Carroll, W. W. Wallis, H. L. Chowning, John Beyer, J. A. Woodside, A. B. Craig, John Harold.

SOUVENIRS: Tillery Grain Commission Co. distributed mechanical crickets, which kept the banquet hour filled with noise; Transit Grain Co. pinned bronze cow bells on every coat lapel which expressed the joy of the delegate each time he moved. Pencils were the gift of J. C. Crouch Grain Co., C. M. Carter Grain Co., and Blewett Grain Co.

C. B. Rader, sec'y of the St. Louis Merchants Exchange, circulated among the delegates, telling them about the new mill feed market with a pit and everything, that his Exchange proposes to open at an early date. Rules for mill feed trading have been drawn up and the St. Louis Merchants Exchange is voting on these on the 27th of this month.

REGISTRATION was in charge of F. S. Rexford of Wichita and R. T. Hassman of Enid, both with the Grain Dealers National Mutual Fire Insurance Co., who furnished identification badges.

Among the inspectors present were C. C. Frans of Ponca City and G. H. Rhodes of Enid. The Federal department was represented by Fred G. Smith of Chicago and E. L. Morris of Kansas City.

FORT WORTH representatives included K. K. Smith, G. E. Blewett, C. M. Carter, Oscar Tillery, A. Galbraith, Kay Kimbell, Harry Johnson, Jerry Henderson, Leo Potishman, P. G. Mullin, and Jule G. Smith.

KANSAS CITY representatives included Wm. Lincoln of Wolcott & Lincoln, R. A. Kelly of Norris Grain Co., Bud Owens of Updike Grain Corp., F. A. Theis of Simonds-Shields-Lonsdale Grain Co., W. C. Van Horn, and Earl Wallingford.

ENID representatives included Cecil Munn, Vern Goltry, Oscar Robinson, Claude Nichols, Ed Humphrey, Bill Randels, R. M. Maney, A. R. Hacker, W. B. Johnston, Dale Johnston, Jesse Langford, F. A. Hague, Ben Feuquay, L. W. Estey, J. M. McLaughlin, J. D. Journey, Mr. Torbett and H. C. Rogers.

MILL representatives present from Oklahoma points included John F. A., and T. A. Kroutil and W. Wenton of Yukon; W. H. Williams, Shawnee; D. J. Donahoe, Jr., Ponca City; J. C. Reed, El Reno; F. H. Wallace, and M. E. Humphrey, Chickasha; Mr. Lehmann, Geary.

COUNTRY SHIPPERS from Oklahoma points present included H. W. Archer, Purcell; J. H. Bailey, Altus; E. O. Billinsle, Frederick; Geo. Burgin, Carmen; Roy Bender, Douglas; Roy Cloar, Pauls Valley; F. V. Cole, Marland; C. H. Cox, Carmen; Guy Cole, Altus; Bob Davidson, Pocasset; L. Dodson, Strong City; Oscar Dow, Okarche; G. L. Dauner, Fargo; A. J. Esch, Tonkawa; Ned Goldsmith, Chickasha; F. E. Greenfield, Greenfield; Harry Hunter, Okarche; B. V. Hamilton, Fletcher; Harry Joyce, Frederick; C. T. James, Gage; Delmar Marshall, Rocky; Fred Martin, Blackwell; J. E. McDonald, Temple; E. B. McNeill, Thomas; P. G. Newkirk, Clinton; Paul E. Peeler, Elk City; J. C. Pearson, Marshall; H. G. Smith, Fletcher; L. O. Street, Woodward; R. T. Strunk, Kingfisher; J. R. Thomas, Carnegie; Frank Wheeler, Watonga; L. L. West, Hydro; Fred Zobisch, Hinton.

Michigan Bean Jobbers Exonerated.

After an investigation of alleged manipulation of prices of beans a com'te of the Michigan legislature has brot in a report admitting its inability to fix responsibility for the drop in prices from \$10.25 to \$8.20.

The investigation really was a fishing expedition initiated by Herbert E. Powell to find grounds for the enactment of laws to regulate trading in beans.

The bill creating a commission to license elevators and jobbers was reported by the agricultural com'te of the senate without recommendation and was tabled.

The com'te recommended that the jobbers furnish the agricultural commissioner with quotations and report of stocks on hand. It was declared that the method of handling beans by jobbers and elevator men makes it possible for them to sell beans in storage not owned by them.

Elevator men went to Lansing in force and made vigorous protest against the contemplated law. The politicians seem ever eager to regulate any industry or business if it will make more easy berths for friendly supporters or catch votes. Seldom do they seek to help an industry which serves all the people.

The 10-Ton Scale Unsited to Grain Elevator Needs.

BY H. H. INGRAM, Omaha, Nebr.

The question in every country elevator owner's mind is what size equipment should I install to handle grain? When one stops to think of the numerous sizes of scales offered and certain recommendations made by salesmen it is sometimes difficult to decide the size of scale necessary so it will not have to be removed within a short time and larger equipment installed.

Elevator operators should keep in mind the cost of installation, and remember that once a pit is built, it becomes quite expensive to remove the concrete and install a larger scale. I have seen concrete put in where it was impossible to take it out, by the ordinary methods, and it was necessary to dig a great hole in the ground to roll this concrete into in order to dispose of it.

When buying scales, the first thing to consider, after you have decided on the equipment you want, is the difference in price between a 10, 15 or 20 ton. The difference in cost between a 10 and 15 ton Fairbanks Suspended Platform Motor Truck Scale, of the single bolt suspension type, is \$72.00; 15 and 20 ton, \$112.00. You might say labor for installation is the same on one as it is on the other. All one needs to take into consideration is the additional cost of the scale itself. You couldn't remove a scale from the pit for the difference in the cost. You will readily see the larger scale is the best investment.

When you have installed a 15 or 20 ton scale in your elevator, it will be the means of advertising your business, for every farmer and every man who comes to your place of business will see the size of your weighing equipment and will be impressed with it. From an advertising standpoint alone, it is worth many times the additional cost. Reputable manufacturers of Motor Truck Scales will tell you there is only a 16 ft. platform made in 10 ton Motor Truck Scales; hence, if a man needs greater length of platform, he must go to the next size, or a 15 or 20 ton.

Probably, the greatest waste of money from a grain dealer's standpoint is trying to make himself believe that a 10 ton Commercial Scale will answer his purpose. These scales are nothing more than Wagon Scales. They are lighter in construction and lack the features in design that will make them a satisfactory weighing scale for Motor Trucks. Surely, every grain dealer realizes the importance of his weighing equipment, for it acts as his cash register and it tells him how much money he is to pay for a given amount of grain, and when making this installation he should not consider anything but the very best weighing equipment that money could buy, and employ a competent scale man to install it.

Numerous manufacturers today are building motor trucks that require an 18 ft. platform, some a 20 ft. and even greater. These trucks are built with Dual wheels and double drive. Each year improvements are being made on the motor trucks that call for larger and heavier scales.

I just glanced out the window and noticed a truck that looked as long as a box car. I asked the driver what the wheel base was, and he told me it was 240". This is one of the newer and later design trucks and would require a 24 ft. scale for proper handling.

Conditions are changing fast and unless you build for the future, you are liable to spend your money for scales wholly inadequate for your purpose. This is the problem each grain, coal and stock dealer throughout the country must reckon with today.

Malt extracts, malt sirups or wort will be prohibited importation or exportation into or out of the state of Wisconsin if the Teasdale bill is enacted. Exhibits shown in fighting the bill indicated that 620,000 acres of barley were grown in the state last year.

Members Illinois Grain Dealers Ass'n Are Optimistic

The 36th annual convention of the Illinois Grain Dealers Ass'n was called to order in the Hotel Jefferson at Peoria, Ill., at 10:15 a. m., by Pres. L. A. Tripp of Assumption.

The Peoria Board of Trade quartet sang a few numbers, which served to rally the gathering.

Rev. B. G. Carpenter, pastor of the Universalist Church, pronounced the invocation.

Walter Donnelly, city attorney, on behalf of the Mayor delivered a brief address of welcome.

Pres. Tripp's Annual Address.

The past year has been generally profitable to the grain trade and agriculture of this state and is probably the best year since the close of the World War. Business and financial conditions have gradually improved and are reflecting the betterment of agriculture. We trust that the deflation has run its course and that better times are in store for everyone.

While we are meditating on the pleasant conditions which we have enjoyed during the past year, we are reminded that time does not pass without bringing us sorrow. It is fitting that we should pause in reverent memory of those faithful members who have been called from our midst.

Mr. E. M. Wayne of Delavan, Ill., past president of this Ass'n, passed away May 14, 1928. Mr. Wayne served in various capacities of this Ass'n also the National Ass'n. He had been active in the grain trade for many years and we have lost one of our most loved and valued members.

Another loss we have sustained since our last convention is Mr. S. S. Tanner, charter member of this Ass'n and one of our early presidents who passed away last week at Minier, Ill. Mr. Tanner was one of those pioneers who laid the foundation of our organization and helped to make it the success it has enjoyed these many years.

Farm Relief—At the present time a great deal of unrest and anxiety exists among the grain trade, due to the various forms and proposals of farm relief legislation being presented and passed. Our Ass'n was represented by W. E. Culbertson, as a member of a Com'tee of Representatives of the Grain Dealers National Ass'n and its affiliated organizations, who appeared before President Hoover, on Apr. 10 of this year and presented in concise and ample form the ideas and position of the grain trade with reference to any and all proposed farm relief legislation.

The grain trade of the United States has been changing very much in the last twenty-five years. It is now perhaps the most competitive marketing system in the world. Important changes have been taking place year by year, by the gradual process of evolution. There are some critics of the system who would like to speed up the processes of change, so that we would have a revolution rather than an evolution in our grain trade. A few very radical changes have been proposed. One thing is certain, namely, that system of marketing will in the end prevail which is cheapest and best, provided, of course, that there is a free open competitive field of operation with equal opportunity to all and with special privilege to none.

The special session of congress will pass a farm relief bill and the president has signified his willingness to sign it. Just what this bill will contain and how it is to be administered remains to be seen.

To me there are three sound economic reliefs which may well be considered and which will help the producer.

Reduction in freight rates on farm products destined for export.

Readjustments of the tariff on all farm products and substitutes.

One of the classes upon whom the general property tax falls heavily is the farmer. A thorough study of the farmer's plight was made by the Business Men's Commission on Agriculture, two years ago. It was found that one of the chief factors militating against the producer's success is the tax burden he carries. Taxes collected from farms in 1912, 1913, and 1914 amount to about 11.2 per cent of the farmer's net profits. By 1920, taxes took 13 per cent of the farm income. And in 1925, and 1926, taxes averaged 33.1 per cent of the net profits. Here, as in some other instances, however, it is not the absolute increase in taxes that is of most significance, but rather the ratio of taxes to farm income.

Fewer Grades—It appears to me that there are too many grades of some of our principal grains for the best interests of the country shipper and producer. I would suggest the combining of Nos. 5 and 6 grades in corn. This would be of considerable help to the country buyer and shipper to more definitely determine the grade. Under our present system of grading, there are many instances of two different grades of grain selling at the same price and occasionally a lower grade will sell for more than the next higher. This also would eliminate some of the inspectors' troubles and disputes and should help them more intelligently to fix the grades.

Farm Board—The Farm Board which we all contemplate that President Hoover will appoint to execute and carry into effect any farm relief measure that may be passed by the Special Session of Congress, will have within its power the spending and control of several hundred million dollars, known as the revolving fund. We cannot at this time anticipate the character or details of the relief measure sought to be passed. We can only hope that this measure will be economically sound; that it will not depart in principle from well known and long established rules of grain trading economics; that the farm board appointed to control this vast sum will function in such a way as to give the farm relief act a fair chance to demonstrate its feasibility to give the producer the relief that its sponsors so ardently hope for.

Co-operation with National Ass'n—Our Ass'n being affiliated with the Grain Dealers National Ass'n, we should at all times be alert and vigilant in giving our hearty co-operation and support to the National body in all matters wherein our support might mean encouragement and inspiration to it in the many and varied works which this body may undertake from time to time for the benefit of the grain trade and the securing of better prices to the producer. At this time I might add that it behooves all other grain ass'ns likewise to give support to the organizations that are working in and out of season for the betterment of conditions that affect alike those engaged in the grain trade as a matter of barter and sale as well as those who are engaged in the production of grain.

The great basic industry of the country as represented by the various grain dealers ass'ns, with millions of legitimate investments, do not wish to appear in the role of mendicants, but on the contrary urge that any relief from whatsoever source should be so framed as to protect a legitimate and growing industry, making each and all equal, showing no special favors to individuals or classes and permitting each to reap any reward that may be in store, having an especial care for the welfare of the producer who toils on the farms of the American commonwealth and who heretofore has not received the full compensation to which he is legally and justly entitled considering the importance and the necessity of the great basic industry in which he is engaged.

Time has demonstrated that the various grain dealers ass'ns have always been alive

to every emergency with which they have been confronted and they have always been able to meet with and cope with every situation that has arisen and have done so in such a way as to reflect credit upon the ass'ns and also to command the respect and esteem of those with whom they came in contact or with whom they were affiliated. We apprehend that the future will not be different from the past and that we will steer a straight and steady course, waging battles for the right and defending and encouraging legitimate business methods in the marts of trade and fields of commerce.

It has been a pleasure to serve you and I thank you for the honor conferred and the confidence reposed in me as your president for the past year.

W. E. CULBERTSON, sec'y, of Delavan, Ill., read the following report:

Secretary Culbertson's Report.

Since our last annual meeting your sec'y has directed the major portion of his efforts in advancing the paramount object of our organization, namely, the promoting of more friendly relations between all elements in the grain trade. Local or district meetings have been held wherever it was possible to get the dealers to manifest enough interest. With two exceptions all the districts organized are now holding monthly meetings and the interest seems to be growing. There is still a goodly portion of the state yet to be covered but before another year it is hoped that the state will be entirely organized.

Local meetings are doing more for the country dealers than anything in the past twenty years. They are bringing order out of chaos. They are making elevator property more nearly worth its replacement value. They are taking that old spirit of fight away between competitors, and more, they are restoring our Ass'n to its proper standing before the grain trade, for they are causing every element in the country grain buying business to consider the organization as its friend.

Your sec'y is playing no favorites between the various classes of elevators, but is trying to carry the message to all that business always has been and always will be the survival of the fittest; that while competition is the life of trade, it must be fair and honorable; that there is no lasting success for any dealer who does not conduct his business upon the principle that he must render a service to his community and that he must gain and hold the good will and confidence of his patrons. More, he must have the good will and respect of his competitors.

There are but three lines of business in most small towns worth while today: banking, grain and lumber. The banking and lumber business do not depend upon speculation for their profits, and the grain business should not. The only safe way to conduct a successful grain business is thru merchandising, and when the grain trade recognizes this the business will be on a sounder foundation and certainly more respected.

Besides the promoting of more friendly relations your Ass'n undertakes the protection of its members. It is your insurance that your business and property will be protected in its legitimate sphere, and to that end during the past year your sec'y has had to spend considerable time in Springfield and made one trip to Washington.

In Springfield our efforts were directed in

Officers and Directors for 1929-30.



Rear, left to right: Directors Otis J. Bear, Kempton; L. B. Walton, Mayview; Chas. Rees, Bradford; B. P. Hill, Freeport; L. W. Railsback, Weldon.
Front row: Director Thos. Ogden, Champaign; Pres. L. A. Tripp, Assumption; Sec'y W. E. Culbertson, Delavan; V. Pres. F. W. Stout, Ashkum; Director and Ex Pres. A. C. Koch, Breese.

securing an amendment to the thresherman's lien law, which would require that to make the lien effective notice must be given the buyer before final settlement. It is believed that the General Assembly will enact this into law inasmuch as there is no objection from the threshermen and if it is done the grain trade of Illinois can thank Mr. Daniel Zehr, Mac-kinaw, Ill., the president of the Illinois Brotherhood of Threshermen, for it was solely due to his intercession that the bill was favorably reported out of com'te and your sec'y desires to urge you to co-operate with the threshermen in the collection of their accounts. The status of this bill at the present time is: it has passed the lower house and is on third reading in the Senate.

The trip to Washington was made solely to ask the president and the com'tes in both houses of Congress having charge of farm relief not to propose or approve of any legislation that would discriminate against private capital and enterprise. The grain trade of this nation is rendering a service to the producers that cannot be dispensed with, and at a cost that the service cannot be duplicated. The failure of so many dealers is but emphasizing it.

We favor helping agriculture as much as anyone, even the farmers themselves, but we feel that real farm relief must be constructive, not destructive, and that to destroy the present marketing machinery is not going to help the farmer. We believe it the better policy to use it and improve it where possible; however, the political situation was such that all the grain trade could do was to secure an amendment to the proposed bill that would reasonably protect the owner of existing facilities. This amendment is to paragraph (3) of subsection (b) of Section 5 and reads as follows: "(3) No loan for the construction, purchase or lease of such facilities shall be made unless the co-operative ass'n demonstrates to the satisfaction of the board that there are not available suitable existing facilities that will furnish their services to the co-operative ass'n at a reasonable rate; and in addition to the preceding limitation, no loan for the construction of facilities shall be made unless the co-operative ass'n demonstrates to the satisfaction of the board that suitable existing facilities are not available for purchase or lease at a reasonable price or rental."

Terminal Weights.—During the year more complaint has been received relative to weights in terminal markets than for several years. The investigation so far made develops the fact that there is only one or two elevators in any terminal complained about that the weights are not satisfactory. When the investigation is complete it is proposed to give the results to the proper officers in the terminal that they may take the proper steps to protect their market.

The 80,000 lbs. Minimum.—Another matter that concerns grain dealers is that the railroads have asked the Interstate Commerce Commission to approve a change in the tariffs whereby an 80,000-pound capacity car will be the smallest a dealer may order. This will entail more of a hardship on the producer than the dealers, as not every farmer has enough grain, when selling, to fill an 80 capacity car and of course the dealer would have to reflect the extra freight in the purchase, especially in times when grain was not moving in volume. Your Ass'n has asked for a hearing in order to show cause why the proposed tariff should not be made effective.

In addition to the aforementioned matters your sec'y has administered the routine affairs of the Ass'n, namely, the office correspondence, the publishing and compiling of our Annual Directory, the ironing out of disputes between members, and has maintained our membership at practically the same number as a year ago.

The finances of the Ass'n are in better shape than for several years due to our having increased our annual dues.

The following is the financial statement of the Ass'n for the year ending April 30, 1929:

RECEIPTS.	
Bal. on hand May 1, 1928...	\$ 783.33
Membership Dues	\$5,583.00
Directory Advertising	2,005.00
Claims Fees	6.62
Sale of Directories	56.00
	<hr/>
Total receipts	\$7,650.62
	<hr/>
	\$8,433.95

DISBURSEMENTS.	
Postage	\$ 420.53
Annual Convention	87.15
Rent	100.00
Telephone, Telegraph, Express	57.99
Officers' Expense	47.65
Printing	17.36
Office Supplies	147.38
Printing of Directory	788.50
Dues to National Ass'n	229.00
Dues to Chamber of Commerce of U. S. A.	30.00
Secretary's Expense	853.35
Salaries	4,620.00
	<hr/>
	7,398.91

Bal. on hand May 1, 1929.... \$1,035.04

V. L. HORTON of Tolono read the report of the finance com'te finding the reports and financial statement of the sec'y to be correct.

PRES. TRIPP appointed the following com'te on resolutions: John E. Brennan, Chicago; H. A. Hillmer, Freeport; J. W. Overacker, Danforth; W. A. Webb, Leroy, and S. A. Whitehead, St. Louis.

Nominating com'te: A. C. Koch, Breese; V. L. Horton, Tolono; E. E. Hamman, Leroy; I. B. Barrett, Streator, and C. E. Miller, Piper City.

FRED K. SALE, Indianapolis, Ind., sec'y of the Indiana Grain Dealers Ass'n: We are pleased to be with you this morning and to extend the cordial greetings of the Indiana Ass'n.

Problems confronting the grain trade are extremely important and need our careful consideration. I wish to stress the importance of co-operating with your state organization and to support the Grain Dealers National Ass'n to the utmost.

At the Chicago hearing on May 21 on the 80,000 minimum weight, I think we will have a splendid representation.

I want to urge that as many as possible of you men come over to our midsummer meeting in Indianapolis June 21.

Tuesday Afternoon Session.

When Pres. Tripp called the Tuesday afternoon session to order at 2:15 p. m., every chair was occupied and the hall completely filled.

A. S. M'DONALD, Boston, Mass., pres. of the Grain Dealers National Ass'n: The real reason I came out here was to find out if it was pronounced Illinois or Illinoy. I would like to have you tell me.

PRES. TRIPP: Both ways.

Mr. MacDonald: I will have to charge the trip off to expense.

Back in January Quinn and I went to Washington and talked to practically all the leading men in the house and senate agricultural com'tes. We felt that a bill would be passed very quickly. We talked with Fort and he had a scheme, that the same sort of tactics that had been applied to the stock market might be applied to grain, in the way of entering the market in time of depression. A little later I took the responsibility of deciding for the Ass'n that it would not be represented before the com'tes.

The legislative com'te of the Grain Dealers National Ass'n increased by representatives of the country grain men went to Washington. We stressed the necessity of using existing facilities, and an amendment to the senate bill was put in that no loan shall be made until it is demonstrated that there are no facilities that can be obtained at a reasonable rate.

The idea was that the radicals would talk themselves out and the house bill would be substituted; but it is now a sort of muddle.

Many persons feel that there might come a deadlock with house and senate unable to pass the bill over a veto.

The Grain Dealers National Ass'n is trying very earnestly to represent the grain trade as a whole. We pledge our very best efforts. We invite your constructive criticism. We ask every one of you to co-operate with us to the fullest extent. (Applause.)

GORDON HANNAH, Chicago, Ill.: Down in Washington in regard to the farm loan and relief bill they have used the terms co-operation and co-operative companies. I am wondering if the people at Washington refer to the co-operative companies or the co-operative handling of grain.

JOHN BRENNAN: The Capper-Dickinson bill of 1922, defines a co-operative company as 100 per cent producer owned and paying patronage dividends.

MR. HANNAH: How would it be constitutional to loan money or lend a helping hand to only one of the five factors in the grain business?



Some of the Dealers Attending 36th Annual Convention of Illinois Ass'n at Peoria.

MR. M'DONALD: With all my varied experience I have never yet served on the Supreme Court.

There has always been a determination to keep the government out of business. It is probable that the constitutionality of the bill will be questioned. The grain dealer is hoping the bill will be the least harmful.

H. A. RUMSEY, Chicago, Ill.: The debenture proposition package. Would you unwrap it for me?

MR. M'DONALD: The 21c debenture on wheat issued to exporters would amount to \$210 on 1,000 bus. To cash this he would have to sell it to some importer. [He read the clause of the bill.]

If I can slide out at this time I will. (Applause.)

Fred H. Clutton, sec'y of the Chicago Board of Trade, who was on the program to appear at this time, was absent, having been required in Springfield to appear before the com'te on banking and currency.

CHAS. T. PEAVEY, Chicago, Ill.: There is no such animal as a co-operative company in the Internal Revenue Bureau.

Mr. Peavey delivered an address on "The Grain Trade's Birthright," which is published elsewhere.

DAN S. ZEHR, pres. Illinois Brotherhood of Threshermen: Two years ago last March we had a convention in this room and a resolution was gotten up so we might collect our just debts. We rushed down to Springfield and got a threshermen's lien law. It passed the house and senate. On June 29 Gov. Small signed our bill.

Some of the threshermen are poor business men. Col. Culbertson called me up and we met and ironed out an amendment.

JOSEPH A. SCHMITZ, chief weighmaster of the Chicago Board of Trade, read an address on "Standard Weight Supervision" which is published elsewhere.

SEC'Y CULBERTSON: There has been some discussion of terminal weights, and I notice that Mr. DeArmond of St. Louis is here and I would ask him how the weighing department there is conducted. Mr. Schmitz hires and fires any man weighing the grain. In some other markets the man is simply given permission to weigh the grain and he is paid by the man who buys the grain.

R. R. DeARMOND: Our employees are solely in the employ of the Merchants Exchange, no man being employed by the industry. No man knows how long he is going to be at the plant. He is required to report as soon as he has finished. He is required to report condition of car equipment, anything

that might indicate that there might have been a leak in transit.

Inspectors are required to note such facts on the pan ticket. When unloaded there is another physical inspection made.

When a weight card showing 88,000 pounds is taken to the scale and 78,000 lbs. found in the car, knowledge of the unusual shrink puts the weighman in position to go back to the car and find more holes.

We make the railroad employees sign the joint inspection card so that claims are paid without question. In 50 to 60 trips out into the country to investigate differences we have found except in one instance that at shipping point there was a hole in the bin or a loss in any number of ways.

Shipments out of our own market and from country points to a certain mill led us to visit the mill where we found weighing done on an old platform scale a block from the mill, in a truck with a hopper built on it. The driver pulled on the scale and backed and filled trying to get the hind wheel on a certain board. I asked him to drive back, and the miller told me, "If he gets on a certain board it will weigh right." Just a case of not wanting to spend a little money to get proper weighing facilities.

We have mechanics who report on the sensibility reciprocal; and we withdraw our supervision until the necessary repairs have been made.

We will welcome at any time information regarding any shortage that can not be accounted for.

THOS. NEWBILL, Nashville, Tenn.: We have the Nashville Grain Exchange administered by a com'te of grain dealers. We have a chief weighmaster whose duties are to inspect every scale and the shipper's facilities and to employ and to discharge every deputy weighmaster. Twice a year we have the Fairbanks-Morse people thoroly inspect and put in order every scale under our control.

Also we have the Railway Weighing & Inspection Bureau, and settlement for freight is made on outturn weight at Nashville. They have a man who does nothing but inspect scales and weighing practices, and has the same access as the owner of the plant. Write the sec'y and your complaint will have careful and prompt attention.

SAMUEL A. HOLDER, Indianapolis, Ind.: Weighing at Indianapolis is under the supervision of the chief weighmaster and I deputize a man to visit the scales at different periods. The weighmen are subordinate to the Indianapolis Board of Trade. No weighman is employed by an industry unless he is approved by the chief weighmaster, and he is required

to furnish a bond to the Indianapolis Board of Trade.

The grain cars arriving at Indianapolis are examined by the sampling department and the railway inspection department, and on arrival at the elevator are examined by the grain inspector, so we have a double check. Our scales are tested twice a year by experienced scale men. We do not expect the scale inspector to make any adjustments, except when authorized by the chief weighmaster, and only after the matter has been taken up with the owner of the scale.

Claims for shortage at Indianapolis are very few. Probably our methods could be improved and we are open to suggestions.

Shippers do not bill their actual weights and do not give the market a sufficient idea how much the car contains. It would give us an opportunity to check up if the shipper gave us his actual weight. We should have the correct information, and we want the business by honest inspection and honest weights. We are giving you everything that comes out of the car.

DR. ERDMAN of Milwaukee, Wis., representing a company supplying bacteria inoculation of legumes: More and more grain dealers are handling inoculation for legumes. This is the best time to give inoculation to the farmers. It is necessary in growing legumes to inoculate. The purpose is to enable the plant to take the nitrogen from the air and add it to the soil. We have recently established a service bureau to co-operate with you and answer any questions.

Adjourned for banquet.

The Banquet.

The dinner Tuesday evening was given in the same room in which the meeting had been held. Long tables provided a place for over 400.

The Premier Radio Singers of Peoria rendered the "Old Oaken Bucket," "Coming Home" and other favorites.

N. R. Moore of Peoria acted as toastmaster and cleverly introduced the speakers, among whom were Fred W. Stout, vice pres. of the Illinois Grain Dealers Ass'n, and Ed. W. Sands, pres. of the Peoria Board of Trade.

F. W. STOUT, Ashkum: Peoria is the best city in the state to hold a grain dealers' convention.

There has been no work so important as the organization of the district meetings. We have a good dinner, killing two birds with one stone by satisfying our appetites and broadening our minds.

As a manager of a farmers' elevator I do not feel I would be doing the best for my



More of the Dealers Attending Annual Convention Illinois Ass'n in Peoria May 14-15.

company unless I attended these meetings.

One manager we asked to come to the meetings was in a rut which is only different from a grave by its depth. This manager regretted that there were not more grain dealers in that vicinity that he could make life miserable for.

A dealer should have margin to pay expenses and a reasonable return on the investment. Old Man "Grudge" is one of the causes of elevator property selling at 50 cents on the dollar.

CLEVELAND A. NEWTON, St. Louis, Mo., former member of congress, spoke for over an hour on the deep waterway from the Great Lakes to the Gulf, stressing the necessity of the state of Illinois surrendering to the federal government the upper part of the waterway from Utica to Chicago to the end that it be a navigable stream and entitled to the diversion of water from Lake Michigan for purposes of navigation, the court having denied water for sanitation.

Wednesday Morning's Session.

Singing by the Peoria Board of Trade Quartet opened the third session.

V. E. BUTLER, Indianapolis, Ind., delivered an address on the "White Elephants" of the grain business, which is published elsewhere.

LACEY F. RICKEY, specialist in marketing of the University of Illinois, Urbana: Personally I favor the export debenture plan over any other plan of farm relief. Three years ago this Ass'n endorsed that plan.

Mr. Rickey gave a talk on shrinkage of corn which will be published later.

Invitations to hold meetings of the Ass'n were pressed by Mr. Kohler of the Springfield Chamber of Commerce, B. E. Wrigley of Peoria and Mr. Mutherspaugh of Decatur, Ill.

MR. PEAVEY, when asked as to advisability of a co-operative company taking stock in a co-operative commission concern and making its shipments to that concern, told a story. He said the commission men earn their money. "When you hire men to run it who have been a failure and employ parasites, for every dollar you put in to support the pool you will not get back $\frac{1}{8}$ cent more.

"When the directors of a company give a manager orders to ship to a certain company they virtually release him from responsibility for the success of the business."

Vern Marks, Lake Fork: We congratulate Mr. Culbertson on the success of his local meetings.

The Resolutions Com'te, by John E. Brennan, chairman, reported resolutions honoring the memory of two deceased members, E. M. Wayne of Delavan and S. S. Tanner of Minier; and thanking those who had aided in making the meeting a success, and the Grain Dealers Fire Ins. Co. for conducting the registration. Adopted.

OFFICERS for the ensuing year, as reported by the nominations com'te, A. C. Koch of Breese, chairman, were unanimously elected, and are: Pres., L. A. Tripp, Assumption; 1st v. p., F. W. Stout, Ashkum; 2d v. p., H. R. Meents, Clifton; treas., M. J. Porterfield, Murdock; directors, B. P. Hill, Freeport; L. B. Walton, Mayview; N. L. Hubbard, Mt. Pulaski; Geo. E. Mellon, Mazon, and Chas. Rees, Bradford.

JOHN BRENNAN, as chairman of the Traffic Com'te, referred to the complaint now before the Interstate Commerce Commission, asking for a change in the free time at Chicago, so that the interested party under the Grain Standards Act could have his right to appeal without paying \$4.70 extra to the railroads. "We have asked them to eliminate the \$2.70 for reconignment. As it is now in order to escape the charge we have to make a combination sale on grades 3, 4 or 5 to a buyer who will not pay the full No. 3 yellow price. It would save $\frac{1}{2}$ cent per bushel for the shipper if we could carry the car over."

Adjourned *sine die*.

Peoria Echoes.

Nashville; Tenn., sent Thos. Newbill.

Louisville was represented by H. J. Mazoni.

Sowa Bros. distributed a clever "moving" picture card.

Salina, Kan., was represented by B. K. Smoot and J. S. Geisel, Jr.

Cincinnati's only delegate was D. J. Schuh, executive sec'y of Board of Trade.

The National Ass'n was represented by its President, A. S. MacDonald of Boston.

Over 400 registered, notwithstanding the high water and impassable roads in south half of state.

The Champaign delegation included: Thomas Ogden, R. J. Wallace, P. M. Faucett, W. S. Braudt, E. T. Howell.

The first sign to meet the visitor's eye on entering the headquarters lobby was, "Lowell Hoit & Co., Room 538."

Lead pencils were distributed by Stokes-Barkley Grain Co., of St. Louis, and the Lew Hill Grain Co., of Indianapolis.

Decatur was chosen as the place of the next annual convention at the session of the board of directors following the meeting.

FROM INDIANA came Mr. and Mrs. W. M. Moore, Covington; F. H. Weeks, Ligonier; H. E. Phillips, Terre Haute; J. J. Gannon, Hammond.

Bert A. Boyd Grain Co., Indianapolis, had cards on the banquet boards containing mystic figures that revealed the ages of your friends of both sexes.

This meeting was differentiated from nearly all those of other years by the sustained interest in the proceedings, a large number attending until the very end.

DECATUR'S delegation included: Bert Muthersbaugh, D. H. McMahan, C. L. Leiss, H. W. Huffman, Geo. J. Reed, H. J. Kapp, J. C. Hight, C. P. Cline, E. B. Evans.

THE REGISTRATION was conducted by the Grain Dealers Fire Ins. Co., issuing identification badges and banquet tickets, J. D. Stevens of Heyworth, Ill., being directly in charge.

THE INDIANAPOLIS delegation included: Ed. K. Shepperd, Lew Hill, Fred K. Sale, Wm. R. Evans, O. P. Larimore, Chas. McEwan, Harold J. Geiger, S. A. Holder, C. A. Russell, C. A. Waalen.

EXHIBITS included a working model of the Keewanee truck dump in charge of J. M. Deck, and grinding plates of the Munson mill by F. J. Conrad; SKF Ball Bearings by P. A. Carlson and D. H. McMann.

The pessimism apparent in other years was entirely absent at this convention. Every one was an optimist and enthusiastically in favor of ass'n work as conducted by the present administration of the Illinois Grain Dealers Ass'n.

BLOOMINGTON'S delegation included: Henry Stanbery, R. Rockwood, W. B. Wallace, Paul Thielen, Vincent D. Sill, Otto Schwulst, R. C. Scholer, Harry Hieser, R. Hasenwinkle, R. C. Baldwin, James N. Bailey, A. L. Dillon.

FIFTY LADIES were tendered a luncheon by the Peoria Board of Trade Tuesday noon, at the Creve Coeur Club, and in the afternoon 75 were entertained at a party at the Palace Theater. Every lady had such a glorious time all voted to petition the state ass'n to hold more meetings in Peoria.

INSURANCE company representatives were V. E. Butler, Indianapolis, Ind.; J. T. Peterson, Decatur, and J. D. Stevens, Heyworth, all of the Grain Dealers Fire Ins. Co.; H. A. Canham of the Millers Mutual Fire Ins. Ass'n; V. R. Johnson and A. R. Schroeder, of the Millers National Fire Ins. Co.

THE SUPPLY TRADE was represented

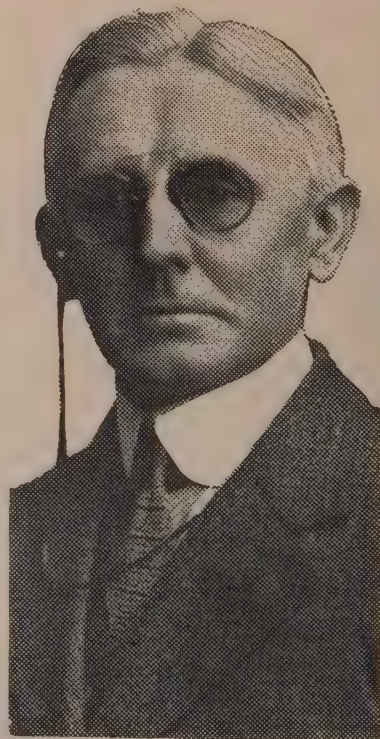
by: P. A. Carlson and D. H. McMann, SKF Industries; A. D. McPherson, Huntley Mfg. Co.; Harry Quick, Geo. W. Quick & Sons; C. N. Ward, Union Iron Works; F. J. Conrad, Munson Mill Mchy. Co.; J. M. Deck, Kewanee Implement Co.; W. W. Pearson, McMillin Truck Dump; Geo. Saathoff; J. B. Sowa; D. Livengood; E. Berens; F. M. Martin; U. S. Evans; L. W. Erdman; R. O'Connell.

THE ST. LOUIS delegation included: A. H. Beardsley of Picker & Beardsley Com. Co.; S. A. Whitehead and Harry C. Noland of Nanson Com. Co.; Chas. A. Wilson, Bert Collins, F. K. Williamson, Ivan F. Wieland, Frank M. Ward, S. P. Steed, Frank J. Sommer, Berton Samuel, E. C. Seele, C. A. Morton, Ed. H. Hunter, A. L. Gray, R. M. Butler, H. L. Boudreau, W. E. Hotchkiss, L. F. Schultz, Frank Bubb, F. H. Barkley and Weighmaster R. R. DeArmond.

CHICAGO firms were represented as follows: Rumsey & Co., by H. A. Rumsey, A. G. Neidhardt and W. H. DeBolt; Jas. E. Bennett & Co., by Kenneth Pierce and C. D. Olsen; E. W. Bailey & Co., by J. H. Summers, Jos. A. Nosek and Ross Livergood; J. C. Shaffer Grain Co., by Wm. Hirshey, P. E. Kries, E. A. Gross and J. L. Meara; Rosenbaum Grain Corp., by P. H. King; Doern-Scarritt-Hannah Co., by Gordon Hannah; John E. Brennan & Co., by Jack Brennan; Bartlett Frazier Co., by J. J. Coffman, C. R. Dehner, A. H. Ellis and A. R. Tunks; P. H. Schifflin & Co., by R. E. Andrews, B. Hungerford and Dick O'Neill; Lamson Bros. & Co., by H. J. Rogers, R. O. Cromwell, Paul G. Fryer, Wm. Tucker and R. G. Williams; J. H. Dole & Co., by W. M. Christie, J. F. Sheridan and H. R. Sawyer; Archer-Daniels-Midland Co., by Frederick A. Wand. Other Chicago delegates were Fred G. Horner, E. H. Granneman, A. R. Hendrickson, P. N. Wagner, O. J. Bader, B. F. Bywater, D. W. Jones, C. H. Stout, T. E. Decker, E. J. Feehery, Edward Niefert, H. A. Fisher, M. L. Vehon, A. L. Sanders, Jack F. Plotnicky, K. Murphy, Weighmaster J. A. Schmitz, A. H. Dysart, C. D. Evans, Robt. W. Leetch, James M. Maguire, Thos. Peavey and C. T. Peavey.

Illinois Shippers in attendance included, Ralph B. Allen, Allerton; Roy Atherton, Walnut.

E. G. Bader, Astoria; W. F. Bader, Vermont;



S. S. Tanner, Minier, Ill., Deceased, Pioneer Worker in State Grain Dealers Ass'n.

Kansas Association Celebrates 32nd Anniversary in Wichita

E. M. Bane, Arrowsmith; Isaac B. Barrett and H. H. Bartells, Streator; Otis J. Bear, Kempton; John Bell, Bradford; Oscar Berga, Amboy; L. H. Blankenbaker, Sidney; Henry Blessman, Gridley; E. W. Block, Indianola; C. A. Bowes, Stark; John Bridson, Thawville; V. C. Brown, Urbana; Grant Burdick, Spear.

Howard L. Carter, Garber; Emery Chase, St. Joseph; J. G. Clemmons, Virden; Louis J. Colehower, Wenona; O. A. Collins, Tuscola; Guy Cook, Ivesdale; Peter Coyer, Claytonville; James B. Craig, Jr., Cadwell; H. E. Crum, Cornell; W. J. Culbertson, Delavan; C. P. Cummings, Pittsfield; B. W. Cunningham, Piper City; Fred F. Current, Sidell.

Roy Danner, Astoria; Fred M. Davis, Toulon; Clem Deisher, Bradford; Leo and Russell Delaney, Wapella; C. B. Dewey, Henry; F. C. Dewey, Annawan; H. M. Dewey, Camp Grove; William J. Dixon, Sidney; M. C. Donnelly, Toluca; Geo. C. Dunaway, Utica; Vincent E. Egan, Hahnman (Deer Grove, p. o.); Jos. Eymann, Pontiac; Chas. Farley, Weston; F. C. Fielding, Ogden; J. H. Fuller, Winchester; W. E. and W. M. Gabel, Elvaston; Chas. Gingerich, Loda; C. E. Graves, Weston; Frank F. Guild, Geneseo.

Hugh H. Hamilton, Cullom; E. E. Hamman, Leroy; T. E. Hamman, Arcola; John H. Heins, Rooks Creek (Pontiac, p. o.); W. M. Herbst, Franklin Grove; Jno. H. Hildebrands, San Jose; B. P. Hill and H. A. Hillmer, Freeport; R. Hippen, Forrest; C. E. Hitch, Tuscola; M. J. Hogan, Seneca; E. C. Hollis, Heyworth; F. J. Holub, Hammond; V. L. Horton, Tolono; J. J. Howe, Pontiac; G. H. Hubbard, Mt. Pulaski; J. F. Hubbard, Chesherville (Lincoln, p. o.); Harry Irle, Crescent City; Clarence Jacobson and E. A. Johnson, Lee; E. W. Jokisch, Warrensburg; Roy H. Jones, Monticello; T. D. Karnes, Fairbury; Glenn Kemp, Lexington; Chas. P. Kennell, Camp Grove; Gus Kilver, Jacksonville; W. A. Kinnett, Orleans; W. K. Kinsella, Merna; M. A. Kirk, Bondville; A. C. Koch, Breese; F. H. Koehn, Fairland.

John Leffers, Minonk; D. J. and Geo. L. Lindsay, Lovington; W. W. Lühring, Weston; L. E. McAtee, Rantoul; Chas. E. McClelland, Buffalo Hart; R. A. McClelland, Dwight; F. J. McCormick, Seneca; W. C. McGuire; James McMahon, Ocoya; W. C. McMichael, Lawrenceville; Chester Maddox, Sidell; Vern L. Marks, Lake Fork; Glenn D. Marshall; T. W. Martin, Covell; H. R. Meents, Clifton; Lloyd N. Memmen, Minonk; J. M. Merica, Tuscola; Rue W. Miller, Sullivan; R. E. Milligan, Ivesdale; Herbert J. Moore, Gibson City; N. J. Moore, Bluffs; R. E. Mund and W. F. Murray, Pontiac; M. W. Nelson, Steward; S. L. Nutty, Lincoln.

J. W. Overacker, Danforth; C. W. Parry, Chenoa; W. A. Pegram, Clifton; E. R. Peters, St. Joseph; H. J. Peters, Lacon; C. W. Peterson, Grand Ridge; M. Plumb, Adair; Carl H. Porter, Pekin; Chas. J. Potter, La Rose; I. C. Pratt, Roseville; Homer Price, Delavan; B. F. Quigg, Minler.

L. W. Railsback, Weldon; R. J. Railsback, Hopedale; A. C. Rapp, Steward; K. Rees, Broadmoor; E. G. Rees, Bradford; Geo. Wm. Reinhart, Sandwich; Louis Rittger, Morrisonville; H. C. Ringle, Cambridge; O. W. Ripsch, McDowell; H. E. Robinson, Emington; D. Roudebush, Macomb; Lewis Shreve, Farmer City; Wm. F. Siemons, Del Rey; J. A. Simpson, Jr., Minonk; C. O. Snedeker, Ipava; C. G. Sparks, Mackinaw; M. B. Speece, Pontiac; J. F. Sprague, Bement; J. P. Sterrenberg, Crescent City; H. A. Stone, Mineral; H. A. Stotler and J. Stotler, Streator; Fred W. Stout, Ashkum; P. F. Tabor, Sullivan; Roy E. Taylor, Hudson; Peter F. Ternus, Bradford; Frank Terrey, Aldeo; G. C. Tjardes, Emington; Harry Tjardes, Strawn; Lawson Tjardes, Gibson City; L. A. Tripp, Assumption.

C. W. Van Gundy, Walker; S. C. Van Horn, Fairbury; J. F. Wallace, Forrest; L. B. Walton, Mayview; John P. Watkins, San Jose; W. A. Webb, Le Roy; C. B. Wesley, Sidney; J. B. White, White Ridge; Virgil A. Wiese, Newman; B. S. Williams, Sheffield; Earl B. Williams, Warrensburg; A. H. Wittry, Maple Park; J. P. Wrenn, Washington; R. F. Wrenn, Roanoke; Otto F. Young, Stonington; C. A. Zelle, Tolono.

A refund of \$4,536.65 would be paid the Fischer Flouring Mills of Silverton, Ore., under provisions of a bill introduced in the Senate by Senator McNary of Oregon. This amount is said to have been paid the U. S. Food Administration as excess profits on June 13, 1919, whereas the profits were made between Dec. 1, 1927, and Mar. 31, 1927.

Julius H. Barnes, the well known grain exporter of Duluth and New York, has been elected chairman of the United States Chamber of Commerce. He was formerly president of the Chamber. Chas. W. Lonsdale of Kansas City was elected vice pres. for the Southwestern states. Edw. P. Peck, of Omaha, was chosen to head the domestic distribution as director.

Clear skies and roads dry enough to permit driving without fear of getting down in the muck, contributed to a splendid attendance at the 32nd annual convention of the Kansas Grain Dealers Ass'n, May 14 and 15 at Wichita, Kan. Registration was in charge of F. S. Rexford of the Grain Dealers National Mutual Fire Insurance Co., which supplied identification badges, in the lobby of the Broadview Hotel. All business sessions were conducted in the roof garden of the hotel with Pres. H. B. Wheaton, Hugoton, presiding.

Tuesday Morning Session.

The first session opened at 10 o'clock A. M. Tuesday, with community singing led by Clarence Ogren, in which everyone joined.

CHAS. LAWRENCE, mayor of the city of Wichita, gave the address of welcome, telling several stories and lauding the city as the air capital of the world, as an oil and manufacturing center, as a big grain terminal with 13,000,000 bus. of storage capacity and mills which ground over 1,685,000 bbls. of flour last year. He referred to the local grain fraternity as very active in civic and public projects for improvement. He expressed pride in the selection of Wichita as the convention point for grain dealers and gave them the "keys to a good time," at the same time expressing a hope that in their business meetings they would find the true solution to some of their many problems.

PRES. WHEATON made the response to the welcome, lauding Wichita as a convention point and a progressive and growing city, then gave his annual address, saying:

Pres. Wheaton's Address.

From the earliest records of the human race we find that grain has been the staple food of man, and that the grain business had its inception in the dim past. True, it was in a very crude form as was all other merchandising efforts; but it existed, and has been increased and perfected down to the present high point of efficiency.

As our population increased, new lands were discovered, and more demand was created for grain and grain products, and here started the law of supply and demand which has operated down to the present, any interruption of which usually results disastrously.

A new order of things prevails. Good prices have stimulated the grain growing business, good yields have built up a great surplus. In the western part of this state, untold thousands of acres of raw prairie has been put into cultivation in the past two years, and most of it is raising wheat. Canada, in her central provinces has likewise increased her acreage, and has a vast territory yet to put into cultivation. The British government is encouraging her subjects to go to Canada, there to take up wheat raising, and she has increased in three years from a production of something over three hundred and fifty million to over five hundred million bushels of wheat, and the end is not yet. She still has uncultivated acres that can and will be put into cultivation. If they are and the present rate of production is maintained, Canada alone can produce enough wheat to feed the world. Anything that will bring a better price will only stimulate production, and the result is like Iowa farmer who bought more land to raise more corn to feed more hogs, to buy more land.

Different sections have their own problems to work out, for all sections of this vast country cannot produce the same thing. The grain man has his part in this, many of them have become town farmers, since the introduction of power to farming, and large acreages are being farmed in this way. The outlook in our section is that the towns will grow larger and the rural population smaller and smaller as the farmers move to town to get the advantages of the city for their families. The only way that farm products will be made to bring more profit, is to cut production or cut expenses, and at present, no disposition is shown either in public or private life to cut expenses.

The time is coming when large corporations will enter into the farming game, and by applying their efficiency methods with ample capital will produce their products at a low enough cost to make a profit on the world's market in

competition with foreign countries. It is just another case of "the survival of the fittest."

While this is all going on we hear the grain man cussed and discussed from all angles. If the price of grain is low, he is a crook, if high, he is all right. But no matter what the price is per bushel or what investment he has to make to buy a car load of grain he is expected to make but a small margin of profit. If you go to a retail store of any kind, can you buy an article costing a dollar at the same profit as you can one costing five dollars? No. But a grain man is expected to do so. If you demand a profit of five cents per bushel on \$1.00 wheat, you are entitled to seven and a half cents on \$1.50 wheat. Do you get it?

Do you demand the position in your community to which you are entitled? Did you ever stop to think that you handle more of the communities finances at first hand than any other line of business? What would happen in the state of Kansas if every grain dealer should suddenly shut his doors about July 1st? The average country grain dealer gives more of his time and effort to his business than any other line of business. How many grain men during the months of July and August when the rest of the world is taking its vacation, are running twenty-four hours a day and hurry back? And he does it to help the farmer move his grain as well as to take care of his business. He could close every day at six o'clock if he wanted to, the banks do it. Why not he? Does he get any more profit for his long hours? No, competition is too keen. He is entitled to more consideration than he gets. He should demand more for his effort. He should join some Grain Dealers Assn., get behind the wheel, and step on the gas. He is a necessity in every grain growing community.

No grain dealer should expect to succeed without working at his job. The farmers in their fight with production costs are investing in high priced tractors, combines, trucks and other power machinery in order to cut costs and get their products on the market in the shortest possible time, and you must keep step with that efficiency. A farmer who cuts his grain with a \$2,500 combine pulled by a \$1,500 tractor, hauls it to your elevator in a \$1,500 truck traveling at forty miles an hour. He cannot be expected to wait at your elevator for an hour to unload. If he does he might as well have hauled that load with a team of \$100 mules. You must speed up, if you don't someone else will, and then starts a price war and loss of business.

Get acquainted with your competitor, he is human just as you are. He has his weak points, so do you. Get together, talk things over, and then stick. You had better handle ten cars of wheat at a profit, than a hundred at a loss. Try to do your share of business but remember if you try to take it all and succeed for a while, your competitor will become dissatisfied and trouble will ensue. Buy at a margin of profit that will show a profit above operating expenses, if that cannot be done let your competitor have the grain. An elevator man who cannot see his competitor get the business at a loss should retire. In this era of intensive competition, it is up to each individual to fill his job to the utmost of his ability, making a place for himself in the business world demanding his due, asking and expecting due regard from his fellows.

SECY E. J. SMILEY, Topeka, read his annual address:

Sec'y Smiley's Annual Address

We, the people of the United States, and we, the people of the sovereign state of Kansas, having survived a national and state political campaign, and we, the elevator owners and operators of this great sovereign state are here assembled in annual convention for the purpose of considering the many problems that confront us. Chief among these is the political problem.

We are aware of the fact that the modern politician has in the past few years, or ever since the close of the great world war, abused the organized grain trade of the country to further his political ambition.

* * * * *

Changed conditions brought about by the advent of the combine harvester in this state, has necessitated the installation of rapid handling machinery, and loading wheat direct from the dump to the car. This has brought about heavier loading of box cars and has meant the keeping open of elevators fifteen to eighteen hours seven days a week and the employment of extra help, which has increased the cost of handling and preventing the mixing of different grades of grain that in past years has been a source of profit to the country elevator operator. Do you know that during the months of

July and August, 1925, 52,391,000 bus. of wheat were handled through the Kansas City gateway, out of a total of 97,518,850 for the entire year? This system of marketing cannot continue indefinitely. Domestic and foreign trade cannot absorb such quantities of the bread grain without it materially affecting the price. Some method must be devised for holding a part of this wheat on the farm. Unless some practical plan of farm storage is devised and put into use, the farmer cannot expect to realize the full value of his product.

Federal Grain Standards are not practical. We contend that the interpretation of these standards by the bureaucrats in charge have cost the producers of wheat in Kansas and the Southwest more money than any farm relief plan yet proposed, will save them. Our contention is that it is impractical for a country elevator operator to equip his office with the paraphernalia recommended by the department for determining grades of wheat proposed in the standards. Let us consider the grade requirements of hard winter wheat that we produce in this state. Wheat containing one per cent of heat damage or one grain to the hundred, regardless of test weight and other qualities would be classified as No. 4.

How many experienced grain dealers present here today are able to detect this small per cent of heat damage wheat and if by chance you should discover it, what success would you have in convincing your farmer patrons that they should accept a discount of 8 to 10c a bushel. How many of you are willing to believe that one grain to the hundred of this class of wheat will in any way affect the manufactured product?

Have you forgotten the ruling of the Board of Review having jurisdiction over licensed inspectors in 1923 when they issued instructions to look for heat damage kernels and degrade all wheat having even the appearance of heat damage? That ruling cost the elevator owners and operators and producers hundreds of thousands of dollars.

Do you remember the order made July, 1923, classifying all bleached hard wheat as yellow hard, thus reducing the price 4 to 8c per bushel? You do remember the ruling of this august body last fall in grading wheat having a straw or ground odor as No. 5 and sample. This ruling was resented by the farmers and shippers and your organization took the lead in demanding a hearing which was finally granted by the Secretary of Agriculture.

We were given to understand when the federal grain standards were promulgated we would have uniform inspection. This is not the case, as we are farther from uniform inspection of grain between markets today than ever before.

The Department of Agriculture at every session of Congress is making an attempt to get complete control of all sampling, inspection and making protein analysis and unless the grain and farm organizations are alive to their interests they will succeed.

Farm Relief.—If I have a correct understanding of the McNary bill, it is not intended to fix prices. As we understand the proposed bill, its purpose is to loan money to producers at a low rate of interest secured by a mortgage or lien on the crop after it is harvested and in the farmer's bin. In the great wheat producing territory of the Southwest, land owners refuse to erect and maintain storage facilities on rented land and even should the provisions of the McNary bill providing for the use of government funds for building proper storage facilities on farms where the grain is grown these facilities must be paid for and I am very much in doubt as to the land owners assuming this obligation. Even if a substantial proportion of the winter wheat crop were held off of the market following the harvest, would it increase the world price of wheat? If we produce nine hundred million of wheat in the United States and our domestic requirements are six hundred million, won't the foreign buyer know this as soon as the American farmer? He will know as well as we do that we must dispose of this wheat and will wait for us to come to his terms. The export debenture plan introduced as an amendment to the McNary bill, in our judgment has merit.

State Legislation.—At the last session of our state legislature, your association was for the most part compelled to be on the defensive. An attempt was made to repeal the 1927 act providing for a reduction in the cost of inspection and weighing of grain by the Kansas inspection department. We succeeded in convincing the committee to whom the bill was referred that this was a political move and they reported the bill adversely. The Ways and Means Committee of the House and Senate ran true to form and recommended the taking of 10% of all monies collected by the department to be turned into the general fund of the state. Your secretary appeared before these committees and protested this action but did not change their views.

We made a special effort to secure the enactment of a law that would protect elevator owners and operators when purchasing grain from tenants. There is no provision in our present

statute giving such protection to a purchaser. Any landlord, native or foreign can contract with a tenant that no part of the crop raised on the land so leased may be disposed of without the consent of the landlord and our courts have held that such landlord can collect from any purchaser the amount due him as rental. The bill drawn and introduced in both branches of the legislature provided that where a contract either verbal or written made between landlord and tenant where the provision existed that the tenant could not dispose of any part of the grain produced without the consent of the landlord must be filed with the register of deeds in the county in which the land was located.

Until such a law is enacted your only protection when purchasing grain from a tenant is to make the check in payment both to the landlord and tenant jointly.

The Sales Tax Bill was introduced in the House and had it been enacted into law, I am very sure a line of adjectives not found in the dictionary would have been brought into use, both by the farmer and elevator owner and operator.

We have approximately 1850 elevators in the state. Since the advent of the combine harvester-thresher, approximately 50 per cent of the Kansas crop is handled in July and August. All of the elevators in the wheat belt are busy during this period but for at least six months of the year, the volume of business does not justify the expense of keeping all of the elevators open. In other words, the expense of keeping four and five elevators open in any town absorbs most of the profit of the two or three busy months. Would it not be practical to close part of these houses at least six months of the year? When a business becomes overcrowded, existence becomes difficult for the less efficient. Approximately 600 of the country elevators in this state are owned and operated by large milling companies. We believe it possible that arrangements might be made with these concerns to close a part of their houses during the part of the year when little grain would be marketed.

If local dealers located in towns having four to five elevators would agree to sell a part of the wheat received at the market price, and give such mills preference on all good milling wheat. This would reduce the cost of the wheat to the miller and add to the profits of the local dealer.

We have endeavored to keep our members posted as to our accomplishments through our monthly bulletins. During the past year, we called and attended 32 group meetings. Practically all of these meetings were well attended. During the past year we secured 96 new members. We have at this time 502 members in good standing. We lost 54 members during the year, showing a net gain in membership of 42.

Group meetings will be held at Salina, May 27th; Great Bend, May 28th; Anthony, May 29th; Pratt, May 31st; Satanta, June 1st; Colby, June 3rd; Norton, June 4th; Phillipsburg, June 5th; Downs, June 6th; Concordia, June 7th; Superior, Nebr., June 8th; Hebron, Nebr., June 10th; Marysville, June 11th; Hiawatha, June 12th; Topeka, June 13th; Emporia, June 15th.

We are expecting every dealer receiving notice of these meetings to attend. Please bear in mind that personal contact with your competitor is far more profitable than listening to reports. Doubtless there are a number of elevator owners and managers of farmer elevators

present who are not members of any organization as we sent out 150 invitations to non-members to attend this meeting.

I have the following suggestions to offer:

Don't overload cars!

Don't buy grain without profit, expecting the market to advance so you can play even!

Don't fail to have your weighing facilities inspected before the movement of the new crop!

Don't expect to buy all the grain at your station with a profit!

Don't fail to file claims within the time limit!

Don't blame us for not doing something that you can do yourself!

Don't expect us to accomplish the impossible!

CHAS. QUINN, Sec'y of the Grain Dealers National Ass'n, talked on National Legislation. He said:

National Legislation.

Contrary to what may be thought I am quite in accord with what Mr. Smiley has to say in regard to national legislation, except his favor of the debenture plan. He seems to think that the farmers would get practically all of the 21 cents a bu. on wheat which legislators and politicians declare. In practical use the plan would not work out that way. Saving on export receipts would doubtless be cut to 10 or 12 cents a bu. to the farmers. Every exporter would have to find an importer to buy his receipts for payment of duties on imports.

Since importers do not have use for such paper until they take their imports out of the government warehouses someone would have to carry such paper. This would lead to development of brokers handling it and instead of nearly 21 cents being reflected back to the growers the brokers would get nearly half of it and the reflection to the farmers would not exceed 10 to 12 cents a bushel.

The remainder of Mr. Quinn's talk was largely a repetition of what he said at the Cedar Rapids convention of the Western Grain Dealers Ass'n as reported on pages 508 and 509 of the April 25 number of the Journal.

Several dealers asked questions at the close of Mr. Quinn's address. In part these were as follows:

MR. MURPHY: How low would any commodity have to go in price before the Federal Farm Board would operate to raise prices and stop the depression?

MR. QUINN: That is a detail for the Board to work out.

QUESTION: Is any definite provision made in the farm relief bill for disposing of the surplus grain?

MR. QUINN: None whatever. That also is left to the Board in all its details.

MR. SMILEY: Isn't it a fact that passage of the farm relief bill, with provision for dumping surplus grain on other countries, will cause other countries to retaliate by enacting prohibitive tariffs against United States manufactured goods? You know that this country

Officers and Directors Wichita Board of Trade.



Left to Right: J. J. Mann, Executive Sec'y; E. H. Adair; R. W. Payne; A. E. Randle; C. M. Evans, Directors; C. A. Baldwin, Sec'y-Treas.; W. H. Smith, Pres., and J. A. Woodside, Vice Pres.

spent \$180,000,000 last year in finding outlets for American manufactured products.

MR. QUINN: There is no doubt but what it would start a tariff war, the extent of which no one can foresee.

Any one would admit that giving a Board \$500,000,000 to play with is establishing an exceedingly dangerous precedent.

QUESTION: What is to prevent the Board spending half of such an appropriation in salaries?

MR. QUINN: Nothing more than public sentiment.

QUESTION: What would happen when the appropriation was gone?

MR. QUINN: Congress would have to vote another appropriation.

The President appointed the following com'tes:

AUDIT COM'ITE: H. L. Rhodes, Colony, chairman; W. W. Lam, Moran; E. L. Brown, Chester (Neb.).

RESOLUTIONS COM'ITE: Geo. Gould, Bucklin, chairman; Roy Cox, Moran; C. M. Cave, Sublette.

Adjourned to 2 o'clock P. M.

Tuesday Afternoon Session.

The second session opened with community singing under the leadership of Clarence Ogren.

HARRY SHARP, Topeka, sec'y Associated Industries of Kansas, ably treated the subject of Workmen's Compensation Insurance. His address is published elsewhere in this number.

FRED C. VINCENT, Kansas City, discussed the work of the Southwestern Grain Com'ite. His address is published elsewhere in this number of the Journal.

Discussion followed Mr. Vincent's address, during which Mr. Jarboe, federal supervisor at Wichita, expounded a defense of the Grain Standards and the good faith of supervisors and inspectors. This was replied to by Sec'y Smiley to prove the justness of his complaints about the Federal Board of Appeals in Chicago. His remarks were supported by delegates.

R. L. MILLER, Kinsley: I heard a story once about a lovesick swain. It seems the girl's father didn't favor the match and brought it to a climax, which the swain later discussed with a friend.

"I guess I've got to quit going with Mary. I got a broad hint last night to stay away."

"What?" The friend was incredulous.

"I guess it was a hint. Her father kicked me down stairs."

Every season for the past several years there has been a joker in the interpretation of the grain grading rules. First it was must, then smut, then heat damage. The grain dealers have had to stand the loss, not the farmer. The grain has been bought in good faith at regular prices from the farmers. When it got into the terminal markets the inspectors and supervisors followed the interpretation set by the Board of Appeals and graded it down on account of some one selected fault, whether it injured the milling value or not. When the discounts were effected it was the country shipper who took the loss.

I do wish that the federal supervisors would give us our hints without kicking us downstairs. If they would let us know a few weeks ahead of time the factors on which they are going to grade wheat down we would be prepared and would buy the grain on a basis which would avoid loss.

A discussion of Getting Along with Your Competitor followed:

Getting Along with Competitors.

J. H. HUYCK, Morrowville: About 25 years ago I started buying grain for a line elevator. At first I had no competitor. Then came a year with low grade wheat. The farmers thought we were robbing them and promoters raised \$5,000 for building a farmers elevator.

They used a com'ite to go among the farmers and solicit their grain, claiming the co-operative elevator which had been built would handle it for 2c a bu., and that the line house was robbing them.

I tried to line up with the manager of the new farmers elevator, but he told me his directors had instructed him to have nothing to do with me. The war started.

Weevil in wheat was the joker that year. I learned the manager of the farmers elevator was buying on test only. Well, folks, I bought about half of the wheat, but three-fourths of the low grade, weevilly wheat went to the co-operative elevator. At the close of the year it found itself with a red ink balance of approximately \$3,000. I never could line up with it and in a few years it went broke.

A farmers union was organized. I got along with the new manager who supervised all the company's elevators. Both of us made money for a time. When he resigned and a new manager took his place the same old fight started again. Some years they made a little money. Some years they lost quite a lot at one station or another.

It is hard to get a manager who has the judgment and the courage to see grain go to his competitor's elevator. Managers and operators of country houses should be content to see their competitors handling a fair share of the grain. My competitor went broke again. Eventually they leased their elevator to me.

When elevators get together and tolerate the livelihood of their competitors they can make money. Be fair with your competitor. He is entitled to a living as well as yourself. You are in business for profit. You can't get it thru price wars.

GEO. R. GOULD, BUCKLIN:

Competition is the life of trade and the spice of life. Competition is a schoolmaster, who is the stern and unrelenting Dean of the university of Hard Knocks. It is his assignment to us to learn our lessons or to get out. He it is who requires us to give more courteous treatment to our friends and customers, to improve our methods in handling grain, making flour, or performing other services. We must learn to cut operating expenses without decreasing efficiency. We must study better business methods, marketing methods, and distributing methods. We must learn and grow in business acumen and understanding or our taskmaster, Dean Competition, will expel us from the school of business activity by the bankruptcy door.

Competition is not one of the new elements of this our present complex civilization. We have had competition since the establishment of the Garden of Eden and shall have it until the end of time. It is the very law of nature. All nature competes. We are what we are and where we are because of competition.

Rivalry is constant in all activities. The newsboy competes for his penny and the politician fights for his power. Evil strives against goodness. Scholars compete for knowledge, while scientists seek new properties and processes. There is competition in love and in war; in prosperity and in adversity. The doctor strives to save lives, the lawyer, to save necks, while the preacher competes for souls. Esau traded his birth-right for a mess of Irish stew. Jesus Christ gave his earthly life for the salvation of man. Many men barter their souls for the almighty dollar. Competition and competitors—they are with us yesterday, today, and forever.

Since we now have and shall have competitors with us forever, what are we to do with them? How best shall we get along with them? We can not shoot them without releasing our business to take a job with the state. If they go broke, others immediately replace them. There are many ways to make a competitor less objectionable. Get acquainted with him. Play with him. Walk the golf course with him. Attend social events with him. Join with him in civic activities. Work with him to make your community, town, or city cleaner socially, higher educationally, and broader religiously. Help him in his lodge, his club, and his church. Get thoroughly acquainted with him.

In all your dealings with a competitor, act upon the square. Do not double-cross him. Compare business notes with him. Believe him to be honest and fair. It may be that you are more at fault than is your competitor. A man trying to get a higher price for his wheat from you may quote an untrue bid. I know that has been done many times in my own experience. Your competitor, on the average, is as honest and fair as is your customer. Your attitude toward your competitor is largely a reflection of yourself.

If you can not agree with your competitor socially, politically, morally, or religiously, you, at least, can do business only when you are making money of the transactions. We do not enter business for our health. We get a job, enter a profession, or engage in business in order to support ourselves and families, contribute to the relief of the worthy needy, and to accumulate a sufficient amount of this world's goods to keep us out of the poor house in our old age. We know one thing certainly—we can not attain those results by doing business at a loss. Therefore, know your costs, know your commodity, know your customers, and deal accordingly. Trade only when you can profit thereby. You may think that your competitor is a crook, that he short weights, overbids, lies, and does all the other reprehensible things possible to think of a competitor doing, but he can not make money, and stay in the game, unless he sells for more than his purchase price plus costs. When he goes wild, keep your head. It requires a lot more brains to know when not to deal than it does to jump into a price war.

Wouldn't it be a grand and glorious feeling if all grain men were truly friendly and willing to give a little as well as to take all?

New Officers.

Election of officers resulted in selection of the following by acclamation: J. H. Voss, Downs, pres.; Roy Cox, Moran, vice-pres.; E. J. Smiley, Topeka, sec'y-treas. New directors: J. H. Huyck, Morrowville, 1st district; A. M. Dunlap, Iola, 3rd district; E. L. Brown, Chester (Neb.), re-elected.

Sec'y Smiley offered the following amendment to Article 5, Section 4, of the assn's constitution:

Amendment to Constitution.

The Pres. shall appoint at the annual meeting, a com'ite to nominate a President, Vice-President, and Secretary, the requisite number of Directors, and this com'ite shall report in the regular order of business. Additional nominations may be made by any member of the Assn. after the nominating com'ite has made its report and before an election has been called.

Adjourned to 9:30 a. m., Wednesday.

New Officers of Kansas G. D. Ass'n.



Left to Right: Director E. L. Brown, Chester, Neb.; Vice Pres. Chas. Cox, Moran; Pres. J. H. Voss, Downs, and Sec'y E. J. Smiley, Topeka.

Banquet.

An excellent dinner dance of several courses was served the delegates as guests of the Wichita Board of Trade in the roof garden of the Broadview hotel at 6:30 p. m. Tuesday. Between 400 and 500 attended.

Several prominent grain dealers and associated parties were introduced by Sam Wallingford, toastmaster. The delegates were welcomed by Lon H. Powell, the invocation was pronounced by Mayor Lawrence. John Fields, pres. of the Federal Land Bank, made the principal address, filled with humor as well as a serious turn, on the need for farm relief.

Entertainment in the form of an aesthetic dancer, a couple of buck and wing numbers and several bits of close harmony by a negro quartet filled the lulls in the dinner program. Then the floor was turned over to guests with lady friends who wished to dance and the orchestra played until midnight.

Wednesday Morning Session.

The third session opened Wednesday morning with singing led by Mr. Ogren.

PROF. R. M. GREEN, in discussing Farm Storage, said:

Farm Storage.

Due to heavy movements of grain after harvest farm storage has become an important question to grain dealers as well as farmers. Since 1920 the Southwest has enjoyed yields of wheat far in excess of the local storage facilities. In 1924 the 25 or 30 counties that comprise the Southwest corner of Kansas had 15,000,000 bus. more wheat than the combined local farm and elevator storage facilities would accommodate. By 1926 this had increased to 22,000,000 and in 1928 it was 29,000,000 showing a steady increase in the volume of production over the growth of the storage on farms and at country points.

This excess over storage facilities made little difference when the harvest was strung out, but the speed with which grain is now harvested makes increases of storage important.

Some conditions, of course, cause grain to be thrown into market channels regardless of storage facilities. One of these is lack of local banking credit, making it necessary to sell. Another is the condition of the grain itself. Wheat containing in excess of 14½ to 15% moisture cannot be safely stored without drying. It will heat and burn and farmers are disposed to get rid of it as quickly as possible.

In 1924 the wheat down in the Southwestern part of the state had a lot of green berries. This kind of wheat is hard to store and is almost impossible to handle safely without drying facilities.

In 19 out of the past 36 years farmers could have marketed their grain profitably in July. In 17 years the market that month was very low compared with the rise later and the farmers might better have stored their wheat. About 60% of the Kansas crop is now harvested with combines.

SECY. SMILEY: I understand a Minneapolis manufacturer is putting out steel bins in nests of four for farm storage of wheat. Have you any information on these bins.

PROF. GREEN: The college is experimenting with them this year. Also with several forms of portable elevators for use by farmers. We will have as nearly complete data as possible after the close of the season.

SECY. SMILEY: Have you gone into the costs of such storage?

PROF. GREEN: Not recently. Old estimates are about 20 cents per bu.

SECY. SMILEY: Is it safe to store wheat in these metal bins without equipment for moving it from bin to bin?

PROF. GREEN: Depends on the moisture content. If it is very wet, No! Metal conducts heat and the sun beating on the surface of the metal bins might naturally be expected to cause wheat to burn if the moisture content of the wheat is high.

SECY. SMILEY: Do you think these gravity driers whereby grain is dropped over a series of baffle plates and aired, can be successful in farm use?

PROF. GREEN: That might be all right in the case of moisture content due to rain or dew if the atmospheric conditions were conducive to drying. I doubt that moisture due to

green berries could be handled without a drier, for in such cases the moisture is thru the entire berry instead of on the surface.

MR. MILLER, Kinsley: We run damp grain thru our cleaner a time or two and find it helps reduce the moisture content and improve keeping qualities.

Some of our farmers speak highly of double metal tube ventilators. These tubes are three inches in diameter and pointed on the end so they can be pushed down into the bin of grain in much the same fashion as a grain trier. The outside tube is perforated, the inside one is solid. Heat generated by the grain moves up the outer tube and cold air settles down the inner tube, thus keeping up circulation. Placed at three-foot intervals in a bin of grain these tubes cost from two to three cents per bu.

PRES. WHEATON: One of the best investments a country elevator can make is purchase of a moisture tester. These devices permit accurate knowledge of the per cent of moisture in grain and thus tell whether the grain can be safely stored.

We find farmers in our territory bring in samples of their wheat for a moisture test so they may know whether it is safe to store it on the farm or not.

R. E. CLARK, Sec'y Trans-Missouri-Kansas Shippers Advisory Board, substituted for E. W. Coughlin, Car Service Division, St. Louis, on "Heavier Loading of Box Car Equipment." His address is published elsewhere in this number.

L. E. Webb, Dodge City, pres. Farmers' Co-operative Grain Dealers Ass'n, talked on the Fallacy of the Gross Sales Tax Bill. He said:

Fallacy of Sales Tax.

We have been hearing and reading a great deal about farm relief legislation. A farmer friend of mine said he was greatly interested in the pending bill. The farmer has been relieved of so much in the past, he said, that this bill would no doubt finish him.

The farm relief bill has even reached consideration in operative circles. Upon first hearing of the plan Marion Talley immediately decided to go back to the farm, but on going into the bill further, she decided to settle on a farm in Connecticut rather than come back to the wheat belt.

I believe that a great many men today are earnestly trying to do something for the farmer. Some probably for a selfish reason. If they

want to help the farmer make more money so they can make more money from the farmer the effect is just as good. But for every one man trying to do something for the farmer there are nine that are trying to do something to him.

One of the chief sponsors of the Gross Sales Tax Bill which was defeated in the last session of the state legislature, was a druggist who became offended because some of the farmers thought a tax on non-essentials would be some relief to agriculture.

As I knew it the bill would not aided the farmer in any respect but would have placed another unjust tax on his shoulders, especially if he were a wheat farmer. It would not be based on the ability to pay.

Last year Kansas produced agricultural products valued at \$771,905,927, of which \$167,324,843 was wheat. If wheat had been sold only once tax would be \$501,000. But wheat is turned in trade an average of six times before it goes into consumption. First comes the farmer, then the grain dealer, then the commission man, then the miller, the flour broker and the baker. Six turnovers would run the tax on Kansas farmers up to \$1,003,949.76. Add to this the average two-time turn-over on other agricultural products, which would develop a tax of \$1,209,162.16 and instead of a tax of \$501,000 the farmers would pay \$2,213,111.92. These figures are based on the assumption that the gross sales tax would not be absorbed by the grain trade or other dealers in agricultural products, but would be passed back to the farmers. Our own firm, I know would have no other course. It could not save the farmers from this tax for it is composed of farmers.

If the gross sales tax bill had gone into effect it would have increased our own commission company's taxes over \$5,000, annually. Our gross sales last year were \$7,500,000 and this would have meant a tax totaling \$7,500.

The gross sales of the Wichita Board of Trade between July 1, 1927, and July 1, 1928, were \$61,217,400 in grain and \$14,504,000 in flour. It would not take you long to see what the sales tax would mean to members of the Wichita Board of Trade and it is expected that they would pass the tax back to the country.

Adjourned to 2 o'clock p. m.

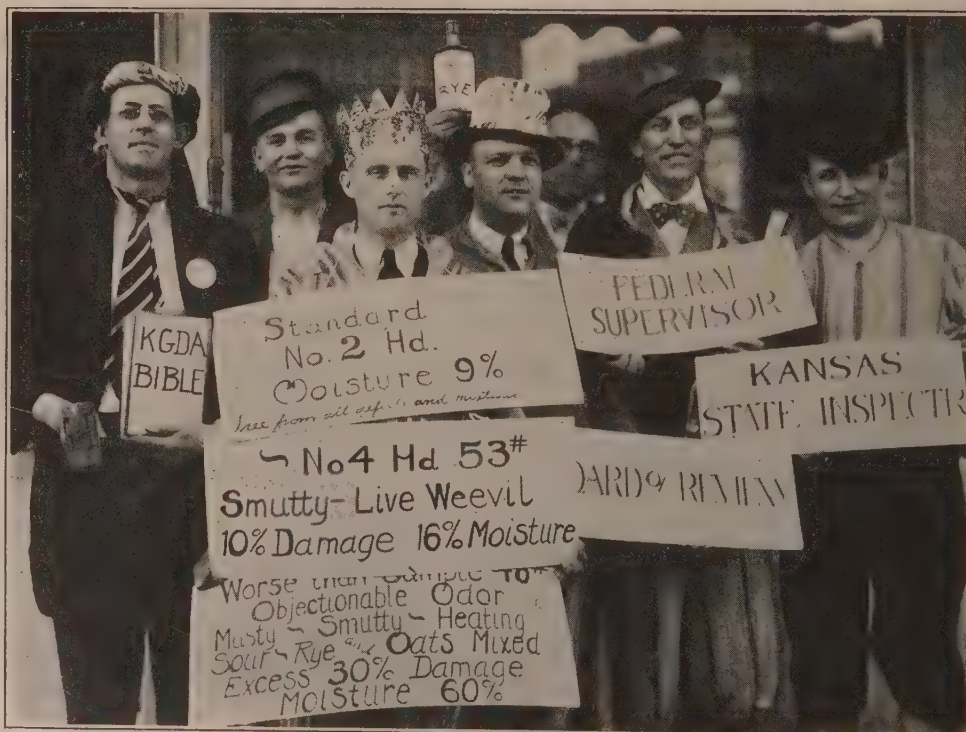
Wednesday Afternoon Session.

The fourth session opened with community singing.

D. O. MILLIGAN, Des Moines, Ia., sec'y Western Grain Dealers Ass'n, told about the "Responsibilities, Advantages and Grievs of the Grain Dealer." His address is published elsewhere in this number of the Journal.

PRES. WHEATON opened the discussion on Interest Charges on Grain Sold to Arrive,

Salina Players in "Oozing into K. G. D. Ass'n."



Left to Right: Ted Branson, Sam Pratt, Newt Gray, Roy Miller, Bill Talbott, Denny Richter and Grover Sampson.

reviewing the manner in which grain "to arrive" is handled as compared to consignments. He contended that while it is not only legal, but right that interest should be charged on the drafts on consigned grain for the period during which the grain is in transit and unsold, this is not true of grain "to arrive." The B/L on a car of grain "to arrive" is a negotiable instrument. The car is sold and the moment it is billed out and delivered to the railroad it is no longer the property of the grain dealer who sold it. It has become the property of the buyer. Accordingly under Board of Trade rules whereby the shipper is charged interest on draft drawn against grain "to arrive" he is charged interest on money which is rightfully his and not the buyers. This is neither legal or fair.

Interest on Grain to Arrive.

JACK KRAETTLI, pres. Kansas City Board of Trade: I am glad to get the shippers viewpoint on this subject. When Kansas City incorporated this rule in its trade practices it followed the practices of other leading exchanges, which for some unexplained reason set the first precedent.

Doubtless there are two sides to every question. In this one the question of where obligation ends is important. In the case of consignments there is no question about the justness of interest on terminal market money the shipper draws. In grain "to arrive the sale contemplates delivery at a terminal market. When grain is so sold and draft is drawn the grain is not arrived at the terminal. It is in transit. Where the obligation of the shipper ends is important. I am afraid the members of the Kansas City Board of Trade would not willingly eliminate this rule.

MR. MURPHY: Discovery of interest charges eating into the commissions of consignment houses led to the rule regarding interest charges being instituted. Commission men felt that their service fully entitled them to the full net commission without rebating in the form of interest on drafts drawn.

MR. BROWN: When grain is sold "to arrive" there can be no question in regard to the justness of the interest charges. The moment such grain is billed out and delivered to the railroad it is no longer the property of the shipper. It is the property of the buyer and it is unfair for the buyer to expect the shipper to pay interest on drafts drawn to pay for the grain sold him.

MR. COX: I make a motion that the matter be referred to the Ass'n to be taken up by

our Sec'y with the officials of the Kansas City Board of Trade in the interests of the shippers whom he represents.

The motion was seconded and unanimously carried.

Sec'y Smiley made his annual financial report, which was approved, as follows:

Financial Statement for Year.	
RECEIPTS.	
Bal. on hand Jan. 1st, 1928.....	\$ 1,749.87
Membership fees and dues, less exchange of \$1.75.....	7,264.25
From directories.....	12.00
From advertising.....	1,055.00
	\$10,081.12
DISBURSEMENTS.	
Rent.....	\$ 432.50
Sight drafts returned.....	28.00
Supplies.....	137.47
Postage.....	223.00
Telephone company.....	98.53
Printing.....	480.10
Taxes.....	7.00
National dues.....	300.00
Secretary's traveling expense.....	655.90
Salary account.....	6,000.00
	\$ 8,362.50
Balance Jan. 1, 1929.....	1,718.62
	\$10,081.12

The report of the auditing com'te was read and accepted.

The report of the Resolutions Com'te was read by the chairman and each resolution was voted on separately and unanimously adopted.

Resolutions Adopted.

Farm Relief.

WHEREAS, it is generally recognized that the farming industry of the United States is now laboring under disadvantages as compared with other industries of this country, and

WHEREAS, there has been and are now being considered by the United States Congress, legislative measures intended to better the economic condition of agriculture, therefore, be it

RESOLVED, that the Kansas Grain Dealers Ass'n go on record as favoring any safe, sound and sane measure to aid agriculture, particularly the grain producing industries of the Middle West, and be it

FURTHER RESOLVED, that we recommend to our senators and representatives in Congress that they study carefully any proposed farm aid measure and vote thereon according to sound economic policy and not according to political expediency, and be it

FURTHER RESOLVED, that our Sec'y be, and hereby is, instructed to send a copy of this resolution to each of our senators and representatives in Congress.

Discontinue Board of Review.

WHEREAS, the Board of Review, appointed by the Sec'y of Agriculture of the United States Department to assist him in passing upon questions pertaining to the grading of grain, has failed to carry out the original intention of the Congress when creating the

Grain Standards in their technical rulings as applying to wheat, and as a result of these technical and unfair rulings, have caused losses to producer and grain handlers of millions of dollars in the past eight years, and

WHEREAS, complaints made to the Hon. Secretary of Agriculture by producers and grain handlers have been referred to this Board of Review, and has failed to change their views and rulings, therefore, be it

RESOLVED, by the members of the Kansas Grain Dealers Ass'n in annual convention assembled, this 15th day of May, 1929, at Wichita, that our representatives in Congress be requested to use their influence with the Hon. Sec'y of Agriculture with a view to having this Board of Review discontinued and appoint in lieu thereof a Board of Appeals at all contract markets consisting of one government representative, one representative of the farming interests, one of the milling interests, one representing the country elevator and one representing the Board of Trade, the decision of the com'te to be final in all appeal cases, and

WHEREAS, Federal Grain Supervisors are located at all contract markets usurping the rights of the licensed and state grain inspectors of the different states, therefore, be it

RESOLVED, that we request our representatives in the Congress to use their influence to have this Board of Review discontinued, and be it further

RESOLVED, that our Sec'y be instructed to send a copy of this resolution to our representatives in the Congress of the United States.

C. R. B. Notation.

WHEREAS, the rules of the Kansas City Board of Trade provide for their own sampling department and as this department made the notation "CRB" can't reach bottom, on fifty-five per cent of the cars sampled from July 1st to September 30, 1928, and

WHEREAS, the Kansas inspection office also advise that they are unable to locate said cars in the railroad yards, said cars having been ordered to the industry by the buyer at time of purchase, the re-inspection called for by the buyer or seller cannot be obtained until the arrival of said cars at said industry, thereby making the shipper liable for loss on account of grain getting out of condition, from the time of purchase and sale, and

WHEREAS, this matter has been brought to the attention of the Governor of our state who has appointed a com'te to confer with a com'te of the Kansas City Board of Trade with a view to having Kansas City Board of Trade to amend its rules to relieve the country shipper from liability occasioned by delay after sale, therefore, be it

RESOLVED by the members of the Kansas Grain Dealers Ass'n in annual convention assembled this 15th day of May, 1929, that we commend our governor for the action taken, and be it further

RESOLVED, that our Sec'y be and is hereby instructed to send a copy of this resolution to the Hon. Clyde M. Reed, Governor of the state of Kansas, and also copy of this resolution to the president and sec'y of the Kansas City Board of Trade.

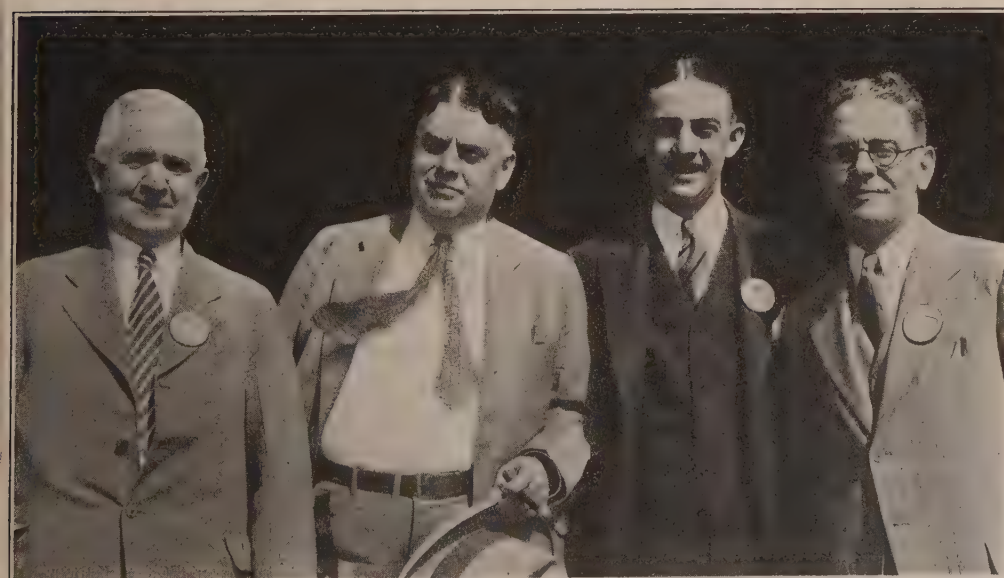
No new business coming before the house at this time the 32nd annual convention of the Kansas Grain Dealers Ass'n was adjourned sine die.

Salina Board of Trade Play.

Following final adjournment the afternoon of the second day, members of the Salina Board of Trade put on a one-act burlesque and played to a packed house. It was entitled "Oozing into the K. G. D. A.," with plenty of oozes and wheezes, written and produced by W. H. Talbott and Ted Branson. The cast of characters was composed of Ted Branson, High Mighty Potentpoop; Grover Simpson, Bunglesome Grain Inspector; Denny Richter, Aggravating Federal Appeal; Roy Miller, Useless Board of Review; Newt Gray, Sample Simon, and Sam Pratt, Hard Working Probing Sampler. Sample Simon sought admission to the K. G. D. A. After the players had jestingly characterized the faults of the various grain grading bodies represented, including the disposition on the part of each to grade grain down, Ted made a plea for more members in the ass'n, using "K. G. D. A." as his war-cry.

The play must be seen to be appreciated. No ladies were admitted and it is a recognized fact that the audience not only forgot to smoke, but strained its ears to hear every word and broke into flattering roars of laughter and applause at the high points highly complimentary to the producers and actors.

St. Louis Delegation at Wichita Meeting.



Geo. C. Martin, Sam S. Carlisle, Geo. Lee Morche and Sec'y C. B. Rader.

Wichita Convention Notes.

J. W. Boyd came from Joplin, Mo.

Paul Jackson came from Oklahoma City.

Besides the sec'y Topeka sent F. H. Stapleton.

H. A. Braunagel represented the Mill Mutuals.

W. F. Weatherly and H. C. Franks came from Galveston.

Supply men present included J. W. Gannaway and Geo. Douglas.

F. F. Thompson represented James E. Bennett & Co.'s Chicago office.

Omaha's representatives were O. E. Harris, Albert Hedelund and O. N. Gibbs.

J. M. Infield, Eads, and F. B. Mooman, Walsh, were Colorado representatives.

Nebraska representatives were Edwin Grueber and Ed Sanford of Byron, and E. L. Brown of Chester.

Bob Murphy, Charlie Lawless, Campbell Christopher and E. A. Cayce made the return trip to Kansas City by airplane.

St. Louis was represented by Geo. Lee Morche, C. B. Rader, Sec'y Merchants Exchange, Sam Carlisle, and Geo. C. Martin.

Federal and state grain inspection departments were represented by E. L. Morris, B. H. Johnson, and T. B. Armstrong, Kansas City; G. C. Rhodes, Enid.

The success of the entertainment was due to the efforts of the Wichita Board of Trade Entertainment Com'te composed of A. F. Baker, chairman, Sam Wallingford and Bill Kopp.

Registration was in charge of F. S. Rexford, R. T. Hassman and H. M. Lehr of the Grain Dealers National Mutual Fire Insurance Co., who also looked after the sale of banquet tickets.

H. F. Hoffmaster, Jr., came from Texas City, Tex.; W. N. Martin from Vernon, Tex. Jule G. Smith was the Forth Worth representative. J. C. Crouch and P. A. Murphy came from Dallas.

B. C. Christopher & Co. had a wire run into their parlor at the hotel and posted the market prices. It was in charge of Tom Sullivan, Clyde Truesdell, Stanley Christopher, Jr., and Bill Kopp.

Among the mill representatives from interior points were Price Feuquay, R. E. Armstrong and D. G. Voils, Wellington; A. E. Wilson, Coffeyville; J. E. Ogren, Arkansas City; H. A. Speck and Fred Long, Lyons.

Volumes of compliments are due the members of the Wichita Board of Trade for their splendid efforts in staging such an excellent setting for the convention. Every member, every chairman and com'te worker fully deserved hearty praise.

HUTCHINSON representatives were Jack Baker, Joe Brada, G. H. Bidwell, Phil Clarke, Roy Cunningham, W. C. Fuller, Dick Frazier, F. C. Hagerton, F. J. Hipple, Louis Hausam, A. P. Haury, M. A. Keith, E. J. Marshall, R. B. Owen, Frank Summers and R. W. Vance.

THE WIDESPREAD publicity which Wichita gave the convention informed grain dealers in tributary territory and had a great deal to do with the record-breaking attendance. Nearly a hundred delegates arrived the evening before the meeting, all set for the fireworks.

THE SALINA boys rode over in an 8-passenger Flamingo cabin plane owned by the U. S. Airways Co., thus demonstrating their air-mindedness. Those using this mode of travel were B. Lynch, W. A. Talbott, Ted Branson, and Roy Miller. The sad part of it was that the promoter of the plane ride, Roy Faith, got left behind. Geo. Brown of Minneapolis, Kan., rode down with them but his hat refused to remain in the cabin.

REGISTRATION numbered 384. The number of delegates actually present, however, exceeded 400. Many wives attended with their husbands, most of whom registered as "and wife," or not at all. Many nearby grain dealers drove in for the sessions but failed to register.

THE WEATHER was warm in Wichita during the convention, the first real touch of summer some of the northern Kansas fellows have enjoyed this year. Most of the Texas delegates arrived in straw hats and there was a good scattering of straws among the Oklahoma representatives.

OKLAHOMA representatives included Roy Hacker, Ben Feuquay and J. G. Price of Enid; J. M. DeGrange, Amorita; D. F. Anderhub, Blackwell; Ned H. Goldsmith and Frank Wallace, Chickasha; H. M. Joyce, Frederick; Ed Johnston, Pond Creek; G. W. Cassidy, Tonkawa, and W. A. Teter, Woodward.

SALINA representatives included Ted Branson and Jimmie Quinn of Ted Branson Co.; Paul R. Bailey, M. A. Barrett, Roy M. Faith, Newt Gray, Wm. Hart, Chas. Henning, B. Lynch, A. J. McMahon, J. R. Miller, Sam Pratt, Jay J. Owens, A. D. Richley, C. L. Scott, W. A. Talbott, and R. A. Wallace.

KANSAS CITY'S delegation included F. H. Callen, Shannon Grain Co.; R. E. Chears and F. C. Davis, Ernst-Davis Commission Co.; Ralph Lowe, D. C. Hauck, Jay H. Wooldridge and Dave Razliff, Scoular-Bishop Grain Co.; W. B. Lincoln and J. D. Mead, Wolcott & Lincoln; L. J. Byrne, Jr., Leo B. Bruce, Jim Barrett, Fred Castlerline, E. A. Cayce, Gus Cunningham, K. B. Drummond, Marion Fuller, Harry Fulkerson, E. H. Gregg, Geo. Gould, A. C. Garratt, G. F. Hiltz, Alfred Hatten, M. H. Howard, L. M. Hicks, A. W. Hunt, C. T. Irons, J. J. Kraettli, C. W. Lawless, Jr., J. E. Liggett, Jack Leahy, Wm. Murphy, Steve Miller, Jack Martin, E. C. Meservey, R. B. Murphy, C. E. Nash, A. J. Nash, Jacob Ochs, S. J. Owens, John Pribble, J. R. Ritchey, F. J. Rapp, Harry E. Rybolt, W. M. Redd, Orla A. Severance, H. Schimek, Tom Savage, A. D. Thomason, Fred C. Vincent, W. C. VanHorn, Clyde C. Whiteley, Earl Wallingford, L. O. Webb.

Among the Kansas shippers present were: F. L. Albertson, Sylvia; Sherman Andrea, Hollywood; J. E. Aldrich, Sylvia; L. A. Adler, Goddard; Marvin Berry, Kiro; Leo Berry, Rossville; C. H. Black, Follett; J. H. Berg, Walton; Emmett Berry, Jr., Silver Lake; H. D. Bevens, Abilene; Geo. Brown, Minneapolis; F. E. Brock, Danville; Louis Burlie, Anthony; L. B. Barney, Schroyer; Paul Barker, Harper; J. M. Bces, Sterling; Geo. Brock, Buffalo; M. H. Bahlering, Cunningham; O. J. Brauchi, Winifred; Chas. Burlie, Anthony; S. C. Benso, Gorham; A. S. Butler, Susank; D. W. Britte, Protection; E. T. Brown, Maize.

L. A. Coons, Trousdale; Roy W. Cox, Moran; H. H. Cox, Elsmore; M. C. Chamberlain, Beverly; Frank Conrad, Garden Plain; J. A. Carson, Sawyer; Wm. Czarnowsky, Herington; Harold W. Carlson, Iuka; Claude M. Cave, Sublette; Ed Deer, Anthony; Barney Dinkins, Meade; J. R. Demitt, Granada; A. M. Dunlap, Iola; H. L. Drake, Humboldt; R. V. Diepenbrock, Herington; W. L. Dunbar, Haviland; Noel Dockstader, Glen Elder; P. W. Dreiling, Victoria; H. H. Everly, Garden City; Carl G. Eddy, Colby; A. L. Flook, Galva; John S. Friesen, Lehigh; D. H. Friesen, Cheney; W. F. Gillett, Coats; Wm. M. Griffie, Schroyer; J. D. Grove, Protection; Geo. B. Griffiths, Marysville; Glenn Green, Mankato; C. E. Grover, Healy; W. S. Grier, Cairo; O. C. Glenn, Haviland; W. S. Gibbens, Peck;

C. H. Hubenett, Conway; H. H. Howell, Cunningham; Bernard Hinkson, Whitewater; C. G. Hopkins, Sylvia; W. H. Hawkins, Tampa; Fred Howard, Ness City; J. H. Huyck, Morrowville; F. L. Harter, Bucklin; Aron Hinkson, Whitewater; H. E. Hartshorn, Mulvane; Ralph Haerouff, Coats; R. E. Harrington, Baker; C. W. Isom, Bellaine; R. E. Jacobs, Lenora; E. C. Jarus, Wilson; Joseph Janousek, Ellsworth; E. Carl Jones, Valley Center;

Joe Kucera, Selkirk; E. A. Keesling, Sylvia; G. E. Kooperan, Bucklin; C. N. Kerschen, Marysville; A. C. Kirk, Protection; L. J. Krous, Norcorat; A. J. Kerkhoff, Healy; E. O. Lamon, Haven; Chas. L. Larkey, Follett; W. W. Lam, Moran; E. W. Long, Feterita; M. J. Long, Montezuma; Wm. Little, Englewood; R. A. Lang, Beaver; J. C. Lynch, Hoisington; P. McNeal, Marion; G. McMillan, Le Roy; C.

M. McKibben, Belpre; J. A. McDowell, Jetmore; W. W. McClellan, Calista;

S. T. Macredie, Clearwater; H. R. Miller, Della; O. E. Meyer, Missler; E. R. Morton, Englewood; W. P. Medsker, Plevna; Roy Mills, Meade; R. L. Miller, Kinsley; E. V. Morris, Jetmore; Wm. M. Martinek, Delia; W. Millard, Hoisington; W. H. Noble, Bronson; P. T. Nickel, Buhler; F. E. Nowak, Sharon; M. B. Norby, Wellsford;

Victor Ochs, Millard; D. D. Penner, Hillsboro; M. E. Peirce, Marion; Anton E. Peterson, Morganville; C. E. Powell, El Dorado; Welles Perea, Liberal; H. W. Plush, Belmont; Phil Robinson, Healy; D. S. Rhode, Tampa; E. J. Rogge, Muscotah; H. R. Rhodes, Colony; V. J. Rice, Emporia; Earl Rauckman, Homestead; W. F. Rigler, Forman; L. N. Steiul, Lehigh; D. A. Schwartzkopf, Bison; A. W. Steen, Anthony; C. Stecker, Haven; Geo. A. Smith, Plains; Ray Senter, Clearwater; E. E. Smith, Coldwater; C. E. Spangler, Walton; W. H. Schlickau, Havre; S. W. Smith, Canton; E. A. Swanson, Savonbury; L. E. Stoeckhand, Yates Center; J. B. Sherwood, Talmo; E. M. Stull, Talmo; C. S. Salta, Clearwater; J. R. Small, Anness;

G. A. Taylor, Bennington; Glenn Terp, Hanover; J. E. Thompson, Montezuma; F. E. Vance, Ensign; J. H. Voss, Downs; L. W. Wilson, Iuka; O. H. White, Cheney; H. B. Wheaton, Hugoton; L. G. Wagner, Sylvia; R. C. Webb, Conway; L. E. Webb, Dodge City; H. C. Whiteside, Waterville; J. A. Werner, Alden; E. G. Warkentine, Lehigh; A. T. Wilson, Olmitz; W. S. Whitlock, Comstock; C. E. Warthen, Washington.

Too Much Regulation—Cutten.

Arthur W. Cutten, who in past years has been one of the most persistent workers in a practical way in the grain markets for higher prices for wheat and corn, and who at times has carried great quantities of cash grain as well as futures for higher prices, said recently:

"World's conditions in the wheat market have been bearish for a number of months and I see nothing in which to look for any decided improvement. Conditions regulating trading must be changed so that buyers have more show. In other words, we must have a buyers' rather than a sellers' market.

"There is too much regulation and too little general speculation to expect high prices for wheat until these changes are brought about. There is also too much wheat in the world to expect higher prices."

Political meddling with business has always made matters worse.

Canadian Public Elevators Not Garbage Cans.

The grade of wheat received at the government elevators is a fair average, and these repositories are by no means the "garbage cans" which a witness before the royal grain commission characterized them, declared R. Hetherington, general manager of the government elevators at Port Arthur, Moose Jaw, Saskatoon, Calgary and Edmonton, appearing before the house of commons committee on agriculture at Ottawa, May 13.

Mr. Hetherington declared that there was no mixing of wheat in the government elevators. There was, however, some mixing of the off-grades which arrived at the elevators in small lots and which were shipped out according to order. If mixing were prohibited it would make no difference to the operation of the government terminals, he added.

Since the Port Arthur elevator was established in 1913, at a cost of \$1,466,333.75 which represents the total capital expenditure in the past sixteen years, it had remitted to the government a surplus of \$4,213,985.96. This included all revenues and was over and above the payment for the elevator and all interest charges, which were at the rate of five per cent.

The use of trucks has increased at Adel Iowa, states H. S. Evans of the Evans Grain Co., until today 40 per cent of all grain is hauled in trucks. With the improvement of Iowa roads, this percentage will be doubled within the next five years. Truck dumps with larger legs and dump sinks will be needed by every elevator.

Fort Worth Entertains Texas Grain Dealers Ass'n

Hearty co-operation on the part of the ever-active membership of the Fort Worth Grain & Cotton Exchange resulted in a large turnout for the thirty-second annual convention of the Texas Grain Dealers Ass'n, held at the Texas Hotel, Fort Worth, May 17-18. Over 250 dealers were present.

Fort Worth, the gateway of the Southwest, was typically hospitable. Not a single effort was spared for the pleasure of the gathering, which attracted grain dealers from as far as Omaha and St. Louis.

Hospitality was the order of the day; enthusiasm and harmony on everyone's behalf created a genial atmosphere. Congenial comradeship is one of the genuine pleasures of attending a Texas meeting.

PRES. W. H. KILLINGSWORTH, San Antonio, called the delegates to order for the thirty-second annual convention.

Invocation was tendered by Dr. L. D. Anderson, Fort Worth.

Community singing, led by Bob Sweeney, Fort Worth, brot the dealers to a jovial frame of mind. A vocal solo followed, by Mrs. Thomas E. Brandon.

THE WELCOME address was given by Hon. A. E. Thomas, Mayor Pro Tem of Fort Worth. In addition to appropriate stories, he asked the privilege of helping anyone so unfortunate as to get "consigned" to the "hoose-gow."

BOB MERRILL, Fort Worth, heartily welcomed his responsive audience on behalf of the Fort Worth Grain & Cotton Exchange, asking, in concluding, that Fort Worth be considered the permanent place for the annual gatherings.

L. C. McMURTRY, first vice president, of Pampa, responded in a delightfully humorous, though entirely complimentary, vein, enlarging on Fort Worth's enviable location as the gateway of the Southwest.

THE PRESIDENT'S annual address followed:

President Killingsworth's Address.

In this 32nd Annual Convention of the Texas Grain Dealers we are again privileged to enjoy the hospitality of Ft. Worth—a name appearing in bold-faced type on the pages of Texas history. Through Old Ft. Worth there thundered the countless herds from the South and Southwest to the northern markets. Now, Ft. Worth is, itself, THE market.

The largest question mark on the horizon of the grain dealer is Farm Relief legislation, and its possible effects to the grain-handling business under the administration of this act. We are all agreed that the farmer needs relief. It is also possible that if persecuted the grain dealer may also soon need relief. The prices of grain have generally been satisfactory during the past season except for wheat. The world carryover as of July 1 was:

1926.....	143,000,000 bushels
1927.....	183,000,000 bushels
1928.....	245,000,000 bushels

It is estimated that July 1, 1929, will show 350,000,000 bus., which forecast of carryover represents 40% of the overseas' needs of importing countries for one year.

As to the farmer situation, generally, the range of prices for farm products has been 10 to 30% lower than before the war, as compared with general price levels. Yet, the cost to the farmer of labor, interest, taxes and buildings and living costs have greatly increased. Under the Esch-Cummings Act the level of freight rates on fifty representative farm products arose to a point of over 50% increase above the 1913 level. When a farmer sells his produce he makes the sale on a Buyer's market, causing him to pay the freight. Most of his necessities are obtained on a Sellers' market, causing him also to pay the freight.

The grain dealer should be, and is, the friend of the farmer, rendering a necessary and specialized service at an exceedingly low charge for such service, possibly not always by choice, but under existing conditions by necessity. Through decades they have, through costly ex-

perience, reached their present plane of usefulness. Some political spellbinders, seeking a victim, have elected the grain dealer, the middle man, to that office. They would depose the man who has bought and already paid for his experience, and would assign to the same task a new class of men who must, of necessity, pay the cost of education in that vocation; if not with their own funds, then with the funds of those whom they propose to benefit.

I believe that the Farm Relief bill will benefit the grain handler. Its endeavor shall be to clip the claws of the bears. It does not require even an astute grain man to make money when the tendency in prices, either up or down, is guaranteed.

Believing that our business is an economic necessity and that the Texas Grain Dealers Ass'n is a necessary institution, it would appear that it is time for us to work hard and intelligently.

Changing conditions have caused a change in the channels of distribution. No longer does there exist so many of the feed and livery men to buy carlots of one kind of grain, but the demand has steadily changed to that of multiple feed requirements, for the farm stock, for the poultry and for the dairy, in most every section of the State. The feeders are being more and more converted to the idea of the balanced ration. Within the past twelve months there has gone into Texas distribution channels 1,226,000 tons of commercial feeds—almost a hundred thousand cars of minimum weight. This shows a large diversion in the flow of feed grain to the mixed feed manufacturer for final distribution. We cannot change these conditions. We must accept them. We must furnish an economic necessary service, else our days in this line of endeavor are numbered.

The Texas Grain Dealers Ass'n was the Child of Necessity and has been nurtured and fostered in the environment of equity and co-operation, and through thirty-two years of helpful service in times of stress and trial has reached a ripe maturity, so that we may now well apostrophize it as the MOTHER of the Texas Grain Dealer—like the mother who is seldom complimented, oftentimes neglected, sometimes abused, but whose loving sympathy is ever present, whose helpful hand is ever ready in time of need, and whose watchful care is ever vigilant.

Easy fortunes are not just now being rapidly accumulated in Texas in our vocation. It apparently remains just as hard as ever to predict the varying curve of the chalkmarks, bullward or bearward. The elusiveness of profits and the small size of same when ensnared may largely account for the seeming lack of enthusiasm for this your Ass'n displayed by many members. Yet, you do believe in—and love—this Ass'n. Your presence here may be counted as proof of that.

It is not the function of this Ass'n to guarantee to its members a profit in their business. That is without the range of possibility. But, it has been the duty and the happy privilege of the Texas Grain Dealers Ass'n to smooth out some of the rough spots in the uneven path of the grain dealer and to add in some measure to his prosperity and to his pleasure along the way.

Its aim and purpose is to insure equity and justice; to promote uniformity in business customs and usages, thereby lessening misunderstanding; to provide at small cost for quick and equitable settlement of claims; to disseminate valuable commercial and economic information; to cheaply provide to you the means of establishing a closer contact with your business connections.

Our Constitution and By-laws and our Trade Rules are not the work of a moment. They are the result of years of work and study, tested by experience, and amended to meet changing conditions. In their formulation we have drawn upon the time and best thought of loyal, high-minded officers, directors, committeemen and members, to whom we justly pay a tribute of love and respect. If a monetary value could be placed upon the time they have devoted to the promotion of our welfare, it would represent a vast fortune. Our officers, directors and committeemen have been ready and eager to serve all, or any, of us at any time.

Our Arbitration committees have through the years fought your battles, being ruled by the principle of equity, without fear or favor, or without hope of reward. They know our business laws as no jury in a common court of law could know or understand them.

And what a debt of gratitude we owe our youngish old Secretary—the Old Warhorse of the Ass'n. He has fought its battles for a quarter of a century. This is a long time—almost the average life span.

Passing from business to pleasure, we shall probably never appreciate fully what pleasure we derived from these Annual Conventions unless that privilege is denied us. It is here that we can meet at a minimum expense those with whom we do business and keep alive those fires of friendship which we hold the more sacred as the years pass.

Considering conditions in the grain-handling business, our present membership should not occasion undue alarm. However, the apparent apathy of many of our members in any co-operative endeavor sponsored by this, your Ass'n, is a cause for grave concern. We are again standing at a crossroad. One course leads to gradual disintegration and death of dry rot. Another leads upward and onward to continued achievement; to the satisfaction of having done a useful and necessary service to the very best of our ability. The stepping stones along that pathway are Loyalty, Co-operation, Enthusiastic Support, and Unselfish Service.

If your business is an economic necessity, then it must follow that an organization of this kind is also a necessity.

This year, for several purposes, the State was divided into seven districts, one for each Director. We believe that it should be beneficial to continue this policy, letting each Director undertake the special supervision of his district as to present members and in the securing of new members.

The greatest hazard confronting the grain trade in Texas is in possible changes in freight rates and established transit privileges. This Ass'n should take necessary steps to safeguard the interests and the very business life of its members.

G. E. BLEWETT, Fort Worth, Tex., able chairman of the Entertainment Com'te, announced a battery of interesting events typical of Texas hospitality.

AN AIR TRIP to the Amarillo convention was proposed.

HUGH B. DORSEY, Fort Worth, capable sec'y, read the following annual report:

Annual Report of Secretary-Treasurer H. B. Dorsey

Fort Worth, Tex., May 15, 1929.

To the Officers and Members of the Texas Grain Dealers Ass'n:

Complying with the constitution of our Association, I submit herewith my annual report as Secretary-Treasurer of your Ass'n for the fiscal year beginning June 1st, 1928:

Membership last annual report.....	216
Members admitted during the fiscal year..	12
Total	228
Resigned, deceased, out of business, etc....	38
Net present membership.....	190

RECEIPTS.

On hand last report (cash, bonds, etc.).....	\$5,342.13
Received from membership fees	120.00
Received from membership dues	4,568.58
Received from arbitration deposit fees	260.00
Received from arbitration awards	341.36
Received from interest on bonds and savings account..	222.50
Received from commission on R. R. claims collected.....	5.28
	<u>\$10,859.85</u>

DISBURSEMENTS

Expense account (secretary's and officers' expenses to annual meeting, attending rate matters, etc.).....	\$ 143.68
Secretary's salary (and additional allowance)	3,300.00
Arbitration fees returned.....	137.45
Arbitration awards returned..	274.60
Payment refused on check for dues and protest fees.....	26.81
Office rent and storage on old records	564.00
Postage account.....	202.61
Telegraph and telephone acct..	142.56
Printing and stationery acct..	88.20
Exchange account	3.90
	<u>4,883.81</u>

Leaving a balance of.....\$ 5,976.04

The following accounts have credits, as follows:

Wheat loss claims.....	\$2,000.00
Arbitration fees and awards..	669.78
	<u>\$ 2,669.78</u>

Leaving a net amount in the Ass'n's general fund of.....\$ 3,306.26

As I have tried to keep you advised as to the activities of the Association during the year by circular, I will not take up your time now with a lengthy report, as I presume what you are mostly interested in is results, and the report shows a gain in our financial standing, although a slight loss in membership.

THE ARBITRATION COM'ITE report was given by W. L. Newsom, chairman, Fort Worth. The shrinkage in the number of cases was cited and the trade complimented.

THE APPEALS COM'ITE report was presented by Chairman W. H. Killingsworth. Five cases were handled by this com'ite, the mental strength of the com'ite was complimented by Pres. Killingsworth.

THE TRI-STATE APPEALS COM'ITE, reported on by E. W. Couch, McGregor, Tex., had no cases during the past 12 months.

Frank Kell Reminisces.

FRANK KELL, Wichita Falls, Tex., gave an interesting survey of the grain trade and the Texas crop from the establishment of the grain trade up until the present. In olden days the farmers were not paid off until returns were made from the export market of Galveston. Banks were unknown at country shipping points then. Money was transferred by express companies.

Opportunities in the grain trade of Texas are as great today as they ever were for the young man with a desire, will, ambition and determination to succeed.

I feel I accidentally passed through Fort Worth when I established in the Panhandle. Had I not done so I would have "arrived" much sooner. By accident, also, I engaged in the grain business instead of being a lawyer-politician, and so succeeded sooner than had I chosen the other profession.

The rapid growth of the Panhandle, formerly the "no-man's grass land" of the Southwest, and its growth up to the present, was interestingly related. In old geographies it seems the Plains of Texas and Oklahoma were described as part of the Great American Desert. The vastness of that section, and the evolution of crop cultivation, were historically described.

Vision, foresight and enthusiasm of the younger generation is their biggest asset. Youth can see possibilities and will take plunges, where older men hesitate. As an illustration, and in line with his vivid description of pushing forward the wheat raising frontier, north to Manitoba and west to the Rocky Mountains, Youth was given credit for initiative and progress and accomplishment.

What is true of pushing the wheat raising frontier north and west through the semi-arid and irrigated districts is a daily accomplishment in Texas.

Grain dealers and millers occupy a more important position than any other line of human activity. It behooves the grain trade to study just what the farmers need and what would help them most. Bad legislation and governmental interference will not help.

Class legislation has been enacted in the interests of every line of activity except agriculture. The federal reserve act is probably the soundest piece of legislation ever enacted, followed by the transportation act.

But anything that artificially stimulates prices of grain above the natural world level and does not control production (which is impossible), will fail. Burdensome interference by politicians will not help the situation. Any legislation enacted should, also, recognize the grain and milling industries and not jeopardize their future, or invade their fields.

Today, it is necessary to take notice not only of our own industry, but of all related trades whose activities do or might affect our trade. Broadmindedness gained through active ass'n membership could be concentrated to work out any needed farm relief.

It would be better to have the grain trade work out some favorable relief plan than for Congress to legislate something destructive, as Congress has many times proposed.

COM'ITE APPOINTMENTS, just preceding adjournment for luncheon, followed:

Constitution: J. V. Neuhaus, chairman, Houston; D. W. King, San Antonio; H. L. Kearns, Amarillo; Tom Connally, Clarendon; E. W. Crouch, McGregor.

Nominations: W. W. Manning, chairman, Ft. Worth; J. E. Bishop, Houston; R. L. Cole, Crum; A. P. Hughston, Plainview; W. L. Newsom, Ft. Worth.

Resolutions: V. H. Davison, chairman, Galveston; A. V. Nelson, Claude; J. M. Broyles, Palestine; J. Z. Keel, Gainesville; E. C. Downman, Houston; A. M. Friend, Terrell.

President's Annual Luncheon.

Fifteen ex-presidents dined together in accordance with a pleasant, hospitable custom long prevalent. Frank Kell was guest of honor.

Sec'y Dorsey took Mrs. Gann's position. Pleasant reminiscences stirred up new warmth of comradeship. Ex-President Kell, Gainesville, third president of the organization, told of how \$200 profit on a car used to be ordinary, compared with \$2 today.

Ladies' Luncheon and Party.

The Fort Worth Grain & Cotton Exchange tendered a festive luncheon party for the ladies. About 50 ladies indulged in the hospitable affair.

A theater party was enjoyed for the balance of the afternoon.

Friday Afternoon Session.

The second session was opened with rousing and stimulating community singing, led again by Bob Sweeney, and accompanied by the 10-piece Hotel Texas orchestra.

G. E. Blewett and his singing flapper quartet featured the vocal program with "Let Me Call You Sweetheart." A few classic selections by the orchestra finished the musical program.

HON. JOE E. LAWTHOR, formerly vice-president of the organization, now president of the Liberty State Bank, Dallas, on the "Proper Relations Between the Grain Dealer and His Banker," struck the keynote of mutual confidence, integrity and business ability.

"Do not condemn your banker for being conservative, for the banker is lending money belonging to others, and must use caution."

"FARM RELIEF LEGISLATION," by Chas. Quinn, sec'y Grain Dealers National Ass'n, was a repetition of his address before the Iowa convention, which was published in the April 25 number of the Journal. Futures trading will be eliminated under proposed stabilization of grain prices.

O. W. HARPER, Fort Worth, official director of the Fort Worth Grain & Cotton Exchange, on "Should the Protein Content of Wheat Be a Governing Factor in Buying and Selling Wheat?" remarked:

HARRY KEARNS, Amarillo, speaking from the shipper's standpoint on the above problem, recommended amending trade rules governing the determination of protein.

FRED HOENA, Dallas miller, wished the protein factor were never discovered. He admits it should be a factor, but not the determining factor.

M. C. GIESECKE, of Liberty Mills, San Antonio, deplored one cent premium for each quarter per cent protein. He would rather not have the protein factor at all. He also deplored the fallacies and inaccuracies that have crept into protein determination.

A seventh inning stretch resulted in adjournment.

Banquet-Dance a Howling Success.

Well over 400 were served an excellent banquet, which was interspersed with community singing, quartets, solos, dancing girls and entertainment. Well chosen from the headliners, "Eat, drink, and be merry," an age-old axiom, was enacted in full glory.

No set speeches or serious commentations turned the trend of the swiftly flowing bill of pleasure.

Dancing with the 200 Fort Worth belles present finished the gala occasion, which was indeed a howling success. The Fort Worth grain dealers were lavishly generous and hospitable.

Saturday Morning's Session.

The third business session was called to order by Pres. Killingsworth.

Community singing, led by Bob Sweeney, well served as an eye-opener. Mrs. Brandon, favorite singer of station WDAP, also sang.

CROP REPORTS were heard from all sections represented, and varied from 2,000,000 bushels for Hole county down to a total loss and reseeded to other crops in other sections. The average was well above last year.

RECENT GRAIN GRADING DEVELOPMENTS.

Fred G. Smith, Chicago, in charge of Grain Inspection Efficiency, first showed a newly released film on grain combines, then spoke as follows:

ROY HACKER, Enid, Okla., President of the Oklahoma Grain Dealers Ass'n, brought greetings and invited the delegates to the Oklahoma meeting. "The farmer keeps abreast with improvements faster and better than the average grain dealer, as evidenced by the wide adoption of combines. Handling combined grain is to be a feature of our convention from the standpoint of the farmer, grain dealer, inspector, railroad and miller. It will also be taken up in 20 district meetings which are to follow the state meeting."

A. B. COX, Director of the Bureau of Business Research, Texas University, Austin, on "Problems of Handling the 1929 Wheat Crop of the Southwest," first told of the work of his department in aiding trade ass'ns through their staff of technical experts and statisticians. A monthly review of Texas business is published in bulletin form and sent on request, which is a summary of the work done by the bureau.

The summary given of world and sectional crop and surplus conditions was pessimistic as far as price outlook and embargo conditions go.

A survey shows a Texas farmer will profit most, on an average, by marketing his crop immediately after harvest.

Farm storage is unprofitable in Texas because of the above reasons. Elevator storage capacity in Texas, about 21,000,000 bushels, is inadequate to store the Texas crop. In face of the newly reduced export freight rate, however, it is doubtful whether much grain will be stored at interior points. Oklahoma faces a similar storage situation.

RATE INVESTIGATION.

ED. P. BYARS, manager Fort Worth Freight Bureau, reviewed the "Status of the General Grain Rate Investigation by the I. C. C. and the Texas R. R. Commission," outlining the transit interests of the Southwest in Docket 17,000. In his judgment, the Texas rate structure will be disturbed very little, if at all.

RESOLUTIONS expressed appreciation for the many, many courtesies bestowed by the Fort Worth Grain & Cotton Exchange, and sympathy for the family of the late Ben Hill of McKinney.

The Constitution and By-law com'ite advocated that a com'ite of five, including the new president, be directed to rewrite the constitution and by-laws and submit same to entire membership for approval at least 30 days before the next annual convention.

NEW OFFICERS—COM'ITES.

New officers for the ensuing year are: L. C. McMurtry, Pampa, president; Julius W. Jockusch, Galveston, first vice-president; W. L. ("Col. Bill") Newsom, Fort Worth, second vice-president; Hugh B. Dorsey, Fort Worth, sec'y-treasurer.

The foregoing officers, with the following, constitute the Board of Directors: A. V. Nelson, Claude; R. E. Wendland, Temple; J. S. Chriswell, Graham.

THE ARBITRATION COM'ITE appointed by the directors is composed of: E. C. Downman, chairman, Houston; G. E. Blewett, Fort Worth; and Oliver M. Hughston, Plano.

THE ARBITRATION APPEAL COM'ITE is now made up of: L. C. McMurtry, chairman, Pampa; Harry L. Kearns, Amarillo; W. O. Brackett, Fort Worth; John E. Bishop, Houston; and R. C. Cole, Crum.

TRI-STATE APPEAL COM'ITE members were re-elected, to wit, E. W. Crouch, McGregor.

THE TRAFFIC COM'ITE selected is: J. C. Crouch, chairman, Dallas; Charles P. Shearn, Jr., Houston; C. A. Evans, Fort Worth; Martin C. Giesecke, San Antonio; H. B. Dorsey, Fort Worth.

Heavier Loading of Box Cars

By R. E. Clark, Sec'y Trans Missouri-Kansas Advisory Board before Kansas Ass'n

If cars are permitted to accumulate in consuming territories, either under load or empty, we have a shortage of equipment in producing areas. It might then be said that there is an inadequate number of units, while the facts would be that it was inefficient utilization either through failure of the railroads to move empty cars back to producing territories or failure of the shippers to unload promptly.

Both of these conditions existed in varying degrees at different times and with considerable frequency in the fall months of the years prior to 1923. The unnecessary movement of any considerable number of loaded cars into the consuming districts, out of which districts there must always be a return of empty movement due to lack of outbound loading, should be considered as inefficient utilization, and greatly adding to the problem of increasing the productive work of the equipment. If we have inefficient car distribution we have car shortages that may be entirely chargeable to failure to utilize properly equipment and not to any lack of car ownership.

Recent investigations conducted by representatives of the Car Service Division of the American Railway Ass'n at one of the principal grain markets in this territory indicates very clearly that the grain shippers are not in all instances taking full advantage of the increased carrying capacity of the equipment. An inspection of 79 cars of wheat selected at random, which included cars of all designs, developed the following:

(a) The 79 cars inspected had a nominal carrying capacity of 6,376,000 pounds; the total actual capacity or load limit was 7,776,800 pounds and the total actual weights of the shipments was only 6,823,630 pounds. In other words the proportion of the load limit or actual carrying capacity utilized in these loadings was only 87.7 per cent.

(b) A loss of 953,170 pounds under the actual carrying capacity.

(c) Had each car been loaded to its full carrying capacity, one car out of each eight loaded could have been saved for other loading.

(d) Average height of grain in cars as loaded was 54 inches, and the average distance from the grain to roof of car was 44 inches.

(e) Had cars been loaded to their full carrying capacity, in only five instances would the distance from the grain to the roof of car have been less than 30 inches. The smallest clearance of any car would have been 25 inches; with four other cars carrying 26, 27, 28 and 29 inches respectively, and that in all cases there would have been 24 inches or more space as required by the State and Federal Grain Inspection Departments.

A similar investigation of corn shipments was conducted at the same market on 51 cars selected at random, of various sizes and capacities, the results being similar to those made on wheat shipments. The actual carrying capacity of the cars involved in this investigation was utilized to only 89.9 per cent. Had the carrying capacity of the cars been fully utilized it would have required only 44 cars to have handled this tonnage, resulting in a net saving of seven cars.

By applying the same ratio of saving to the total number of cars of grain loaded annually, you will readily obtain an idea of the advantages to be gained through heavier loading in the matter of cars saved for other loadings or made available to assist in avoiding car shortages. Additional advantages are to be gained by the added track room at both shipping points and terminal markets by reason of the ability to handle the same tonnage in a lesser number of units, the decreased possibility of congestion and delay, and the decreased unit cost of handling for such items as inspection, loading and unloading, demurrage, accounting, etc.

Grain interests have questioned the practicability of loading cars of grain to their maximum carrying capacity, it being their contention that in loading cars to their actual carrying capacity proper inspection cannot be made by the State and Federal Grain Inspectors. This contention cannot be substantiated, except on a very small percentage of the total cars loaded of all classes of grain. I call your attention to the inspections made at Kansas City, Wichita and Hutchinson during the month of July, 1928, during which period the grain movement in this territory is usually at its peak. During July, 1928, at Kansas City, a total of 20,699 cars of grain was inspected and on only 22 cars, or one-tenth of one per cent, were the Grain Inspectors unable to obtain a clear inspection. At Wichita 11,135 cars were inspected and 11 cars, or .09 per cent, were marked heavily loaded or "C. R. B." and at Hutchinson 11,614 cars inspected and 12 cars, or one-tenth of one per cent, were marked heavily loaded or "C. R. B." or a total of 43,448 cars inspected of which only 45 cars, or one-tenth of one per cent to total inspections, was the State Inspection Departments unable to obtain a rep-

resentative sample of the grain account of cars too heavily loaded.

These difficulties can be further reduced by the loaders of grain exercising more care in the loading of each car by seeing that the car is evenly loaded, or trimmed, and by allowing 24 inches of space between the line of grain and the roof of car, as required by the various grain inspection agencies. In fact, it has been developed that a good many cars are marked heavily loaded by the official grain inspectors account of cars being unevenly loaded which does not permit the inspector or sampler to reach the bottom of the car with the probe. This tends to delay the handling of the grain at the market and as well the car.

Present situation in this territory: The reserve stocks of grain in both country and at primary and terminal markets are greatly above normal for this season of the year, and from what we can learn there is little likelihood of any great quantity being moved much in advance of the new crop. Even should the present stocks start now to move in any volume it would only have the tendency to employ the box equipment to a greater extent than normally and would therefore tend to create an additional problem for the carriers in assembling their surplus box equipment at country loading stations and at other strategic points. With the present storage facilities now largely utilized it is felt that some delay may occur in the usual prompt unloading of cars at the various markets, thus retarding the usual prompt return of the equipment to country grain loading stations.

The carriers serving the winter wheat belt are making every reasonable effort to have a large reserve supply of cars in this territory by harvest time and will endeavor to furnish you to the best of their ability with an adequate car supply and a satisfactory transportation service. However, to insure an adequate car supply during this heavy seasonal movement it behooves all grain shippers to load each car to its maximum carrying capacity.

Com'te Report on Grain Inspection.

The Millers National Federation Com'te on Grain Standardization and Inspection at its annual meeting at Chicago, May 17, reported as follows:

The Southwestern Grain Com'te is made up of members representing producers, wheat growers' marketing organizations, millers and boards of trade in the hard winter wheat territory.

This com'te was asked by the United States Department of Agriculture Federal Grain Supervision to function in connection with complaints made by a good many grain shippers and receivers that a considerable amount of wheat was not being graded properly, in that damaged wheat was being graded lower than it should be. There was also considerable complaint by the grain trade in general because of lack of uniformity in grading wheat at different points of inspection.

Your com'te took the position that the Federation would be glad to co-operate with the Department of Agriculture and the grain trade as a whole in connection with any changes which might be proposed as to the organization and method of operation as set up by the Department of Agriculture in the enforcement of the Grain Standards Act which would insure better uniformity of grain grading. At the same time, your com'te took a very definite stand that the millers were absolutely opposed to any changes in the grades as established by the Department of Agriculture, or any change in the established rules for interpreting and applying same.

A sub-com'te of the Southwestern Grain Com'te finally submitted some proposed changes in connection with the machinery as now set up by the Department of Agriculture for the enforcement of the Grain Standards Act, for the consideration of all interested in the grain business. These suggested changes were submitted to each member of this com'te and the com'te was unanimous in its opinion that the suggestions as made would not better the existing situation. The chairman of your com'te so advised the chairman of the Southwestern Grain Com'te.

Up to the time of making this report to the Federation, no official report has been made by the chairman to the Southwestern Grain Com'te as to the attitude of the various interests in regard to the suggestions above referred to. The matter therefore has not been settled and will very likely require further attention of the Com'te on Grain Standardization and Inspection.

C. M. HARDENBERGH.

Round Table Discussion—The Inspection System.

The forenoon session did not adjourn until two in the afternoon which delayed the "Round Table Discussion" on "The Inspection System Prevailing—Can It Be Improved? If So, How?"

E. L. MORRIS, of Kansas City, Division Supervisor of Federal Grain Inspection, having called a conference of all Federal Supervisors and all Grain Inspectors in Oklahoma and Texas, in this vitally interesting and instructive discussion, emphasized the importance, as did Mr. Smith previously, of the country shipper taking samples of loaded cars for his own enlightenment, satisfaction, and for evidence. Mailing samples in air-tight containers was also stressed and encouraged.

The discussion which ensued was, for the most part, directed toward technical points of interest to licensed inspectors.

More Fun.

The ladies, after spending hubby's wad, or that portion which could be begged, borrowed or kidnapped, during the morning were again the welcomed guests of the Fort Worth Grain & Cotton Exchange at another theater party.

In the evening especially chartered buses took around 40 men and women delegates out to the Lake Worth Casino, where they were again the thankful guests of the hospitable Fort Worth Grain & Cotton Exchange. In addition to making all the rounds, dancing on the best dance floor, to the tunes of the most harmonizing 20-piece orchestra, and with the prettiest girls in the entire South, were happily indulged in, thus capping the climax to a perfect convention.

SOUVENIRS: Leo Potishman and Young Davitte, of the Transit Grain & Commission Co., Fort Worth, pinned a cow-bell on everyone's lapel, so everyone went around "ringing for Transit." In addition, appropriately marked and branded match-folders were beside everyone's place at the banquet. G. E. Blewett, Ft. Worth, able chairman of the General Entertainment Com'te, liberally distributed "bullet-type" pencils bearing the inscription, "There is only one Fort Worth in the World, and only one Blewett in Fort Worth." O. W. Randolph, Toledo, Ohio, head of the Randolph Drier Corporation, generously distributed pocket flashlights, matches and interesting pamphlets and booklets on "Drying Grain Without a Boiler."

ROYCE T. DORSEY, Dorsey Grain Co., Fort Worth, effectively displayed the various grades, finenesses and varieties handled of "Mistletoe" brand dried buttermilk and "Pilot" brand oyster shell.

TICKER AND WIRE SERVICE furnished through the courtesy of Western Union, gave up-to-the-minute market quotations, and furnished a prompt and efficient wire receiving and sending service to the delegation.

Future Trading began in London May 14 on the Baltic Mercantile & Shipping Exchange, with contracts based on No. 3 Manitoba wheat, under the auspices of the London Corn Trade Ass'n. The contract will be per 1,000 quarters or 8,000 bushels and fluctuations recorded in half pennies per quarter. The original margin will be — per quarter. There will be two calls from noon and 4:15 p. m., but trading will be from 10:30 to 4:15 p. m., daily, except Saturdays from 10:30 a. m. to 12:15 p. m.

Grain Trade News.

(Continued from page 679.)

Gruver, Tex.—A steel elevator is being built here by the Chapman Milling Co.

Waco, Tex.—The Central Farms Products Co. has purchased the Clement Grain Co.'s property here at the reported price of \$40,000. R. J. Potts is pres. of the Central Farms Co.

Amarillo, Tex.—H. P. Parsons and W. H. Lewis, who organized the Parsons-Lewis Grain Co. a few months ago, have dissolved partnership and Mr. Lewis has assumed the firm's obligations.

Floydada, Tex.—The Farmers Grain Co., incorporated; capital stock, \$10,000; incorporators: W. N. Jones, W. C. Cates, W. A. Cates. It is planned to erect an elevator in time for the new crop.

Waco, Tex.—Ben Clement, ex-president of the state and of the Grain Dealers National Ass'n, is rapidly recuperating from the effects of two paralytic strokes, out on his farm. He hopes again to engage personally in the grain business before another year is out.

Ghrukeyville, Tex. (not p. o.)—A new side track is being built here to serve a new 25,000-bu. studded and iron-clad elevator being built by Carter-Stone, Inc. It will be fitted with S. K. F. ball bearings and up-to-date machinery thruout. (Ghrukeyville is 55 miles west of Amarillo on the Rock Island.)

Galveston, Tex.—The Galveston Wharf Co. has announced that it will enlarge its Elevator B immediately, plans for which have been in the making for a number of weeks, as mentioned in the April 10 Journal. The present capacity of 1,250,000 bus. will be increased to 4,250,000 bus. Up-to-date machinery will be installed thruout.

Texas City, Tex.—The Texas City Terminal Co. is erecting a new conveyor for accommodating more ships loading at one time, also installing new handling machinery. The three railroads owning the property have received recommendations that the capacity of the elevator be increased from 500,000 bus. to 1,000,000 bus., and are said to be considering plans for such an increase.

Sherman, Tex.—Kay Kimbell, head of the Kimbell Milling Co. of Fort Worth and this city, has taken over the interest of J. Perry Burrus and associates in the G. B. R. Smith Milling Co. of this city, Mr. Burrus resigning as an officer and director and retiring entirely from the Smith company, of which J. Paul Smith is pres. and mgr., and will continue to be the active head of the business. The Smith company has a 1,800-barrel mill and two concrete elevators with a combined capacity of 400,000 bus. Mr. Kimbell has a number of mill interests in Texas, a 1,750,000-bu. elevator in Fort Worth and a large terminal elevator here.

Fort Worth, Tex.—Senate Bill No. 101 requires all weighers in the state to come under the direct supervision of the state department of agriculture, which, in effect, means that unless the weigher be an elected official he would be restrained from issuing weight certificates. In substance, the proposal is not new. No employee who is paid by any organization, which is associated with any other organization, engaged in the buying and selling of grain, cotton or other agricultural commodities, would be allowed to issue a weight certificate. This would destroy all present weight certificates in Texas, and leave no bases for making settlements at interior points, because of inability to furnish certificates. The principal reason assigned for such a law is alleged to be the excessive sample drawn from cotton bales, amounting sometimes to 5-10 pounds. This notwithstanding the law already on the state statute books stipulating the method of making official samples at the time of ginning. There is a present law on grain weighing also, allowing the Governor to appoint a public weigher in towns handling as much as 100,000 bus. of grain yearly. Any prospective appointee must furnish satisfactory credentials and demonstrate ability, while the ordinary elective public weigher, under the new bill, usually would furnish only a need for the job. Investigations during the last session of the legislature showed no complaints on weighing grain thruout the state, therefore there is no need for including grain in such an iniquitous law. Again, the lack of judgment on the part of legislators in handling commercial practices

with which they are not familiar is clearly demonstrated, as well as their inborn craving for adding more laws regardless of necessity.—Royce T. Dorsey, Dorsey Grain Co.

Beaumont, Tex.—Charles C. Chinski, formerly a partner and the general mgr. of the Josey-Miller Grain Co. here, has sold his interest in that company and gone to New York City to make his home.

Ft. Worth, Tex.—E. B. Wooten has been appointed sec'y-treas. of the new Grain Club, the organization of which was mentioned in the last issue of the Journal. Practically every grain man in the city is a member of the club, which will hold luncheons monthly.

Ft. Worth, Tex.—The following have recently been admitted to membership in our ass'n: O. Tension, Panhandle, Tex.; St. Francis Grain & Coal Co., Mente & Co., affiliated membership, New Orleans and Houston.—H. B. Dorsey, sec'y, Texas Grain Dealers Ass'n.

Black, Tex.—F. H. Oberthier and T. S. Welch will manage the new 25,000-bu. elevator being erected here by the Black Elvtr. Co., as reported in the last number of the Journal. The Star Engineering Co. has the contract for the elevator, which will be studded, iron clad.

McKinney, Tex.—Ben F. Hill, Sr., 60, manager of Hill & Webb Grain Co., died at Rochester, Minn., May 14. Burial was at McKinney May 18. Mr. Hill was one of the charter members of the Texas Grain Dealers Ass'n. His son, Ben F. Hill, Jr., will continue the business.—Geo. Reinhardt.

UTAH

Murray, Utah.—The Walker Grain & Storage Co. is the reorganization of the Walker Grain Co., which has been engaged in the grain business for several years. The company will now engage in feed manufacturing also. The contract has been let to Floyd S. Whiting for the construction of a 150,000-bu. elevator, consisting of six storage tanks, 20 feet in diameter and 65 feet in height, to be completed in time for the new crop. A mill for manufacturing feed will also be erected. E. S. Walker is pres. of the company, and H. E. Keller is sec'y-treas.

WISCONSIN

Clear Lake, Wis.—A receiver has been appointed for Anderholm Bros., operating five small feed plants and elevators in Wisconsin, C. E. Roseth by name.

Superior, Wis.—The J. L. Ross Co.'s elevator was slightly damaged by fire, caused by friction of the belt, on May 11. Several thousand bus. of feed was damaged.

Chippewa Falls, Wis.—Robert Clark, of the Clark Grain & Feed Co., who has been in business in this city for 35 years, died on May 16, after a three weeks' illness.

Superior, Wis.—The Archer-Daniels-Midland Co., of Minneapolis, will erect a cleaning house here having a capacity for 1,500,000 bus., bids for which will be taken soon.

Milwaukee, Wis.—The Chamber of Commerce will hold a members' meeting soon to discuss changing the rule that requires commissions to be paid on trades involving shipments to arrive at Milwaukee that are diverted to other points.

Would Forfeit Overages.

C. B. Watts, for many years sec'y of the Dominion Millers Ass'n, told the agriculture and colonization com'te of the house of commons recently that "all grain elevator overages either in weights or grades should be forfeited to the government. This would be the best method of preventing mixing.

"In addition elevators which were found guilty of mixing should be fined, he submitted. A check on the inturn and outturn of the private terminals should therefore be made as well as for public terminals."

A miller should have the right to wash, scour, dry, mix or bleach any grain he buys, but an elevator operator has no right to mix grain of different grades even tho he owns all of it. Bigotry forbids many narrow-minded persons granting rights they enjoy to others.

Pressed Steel in Scale Construction.

By A. Bousfield, Chief Engineer, E. & T. Fairbanks & Co.

Unlike the automobile, a scale is expected by the average purchaser to have an extended, if not an everlasting, life. Deterioration due to rust has in the past been one of the greatest factors in shortening the useful life of scales, particularly of those scales installed below the surface of the floor.

Rust is formed by the chemical action of water, atmosphere and iron; it is the visible evidence of the deterioration of iron and steel; rust is an oxide which forms on the surface. In the case of brass, the thin white substance which appears on the surface is oxide of zinc and is due to separation of zinc from the base metal copper. This is an indication of deterioration even in a metal which is frequently regarded as rust resisting.

Of recent years many of the steel companies have placed upon the market steel sheets which have high rust resisting qualities. Copper is the principal element used in these sheets to improve the rust resisting qualities, and its value has been demonstrated by tests made by the American Society for Testing Materials.

In comparison with the ordinary open hearth steel sheets previously used, copper alloyed steels successfully combat the destructive agencies and at the same time retain the other essential qualities of sheet steel. Since it has been established that copper alloyed steel is practically impervious to the ordinary corrosive elements, we have a material that can safely be introduced into the construction of scales for ordinary commercial uses.

Special copper alloyed steel sheets have recently been successfully applied to the construction of boxes used for self-contained warehouse scales, also to the pillar and shelves for motor truck, wagon, railroad, depot and self-contained warehouse scales as a substitute for cast iron and wood. The same material has also been applied to the pillars and caps of portable platform scales instead of wood which was used for so many years. When properly designed, copper alloyed steel boxes, shelves, pillars and caps present a pleasing appearance and are strong and rigid. Troubles due to checking and shrinkage cracks are entirely eliminated and the parts retain their original shape and will give long and satisfactory service.

In the construction of copper alloyed steel boxes for self-contained warehouse scales, the sides are made of No. 10 or No. 12 gauge material; they are of channel section, the lower flange being made sufficiently wide to form an additional support for the lever stands. The channel sections are arc welded at the corners and the copper alloyed steel sheet forming the bottom of the box is arc welded to the lower flanges of the channel sections. The neck is supported by light pressed channel sections arc welded to the main box sections, and the neck plates are secured by means of counter-sunk head screws.

The spiders for supporting the platform are made of heavy rolled steel sections and the bearing feet are cold riveted to these members. The platform is made of a one piece checkered steel plate which is supported all around by the angle sections forming the spider. Such a scale is very strong and rigid; is comparatively easy to manufacture and is also very economical in the use of material. This construction has been in use for the past two or three years and has given entire satisfaction.

The pillars used for supporting the beam shelf on motor trucks, wagon and self-contained warehouse scales are made of copper alloyed steel, a panel being pressed in the sides so as to stiffen them and also to improve the appearance. The main body of these pillars is made in two parts, bent at right angles in a bending break and then spot welded at the two corners. The base is also made in two separate pieces and is then arc welded to the main body of the pillar.

The shelves for these scales are also made of copper alloyed steel sheets, the sides and ends being bent at right angles in a bending break, and the corners arc welded. The cap which fits down over the top portion of the pillar is made in two pieces and is then arc welded at the corners and spot-welded to the shelf. The lower edges of the shelf are folded over so as to make a stiff rigid construction, this together with the stiffening afforded by the pillar caps makes a very strong and substantial construction.

Will Accord 12 Months Transit Under New Emergency Export Rates.

Transit is to be allowed for 12 months under the new emergency export rates, according to Rock Island tariffs effective May 29, which is indicative of the intentions of all roads.

This concession is valuable to the terminal markets, and will be an inducement to load as much grain as possible before Oct. 1.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Little Rock, Ark.—I have sold out my business to the Arkansas Feeders Supply Co. and have accepted a position with the Darragh Co.—Lane Satterwhite.

CALIFORNIA

Merced, Cal.—H. K. Huls, head of the Merced Elvtr. Co., died several weeks ago.

San Francisco, Cal.—Edwin H. Berry, a prominent grain man, member of the firm of G. W. McNear, Inc., died early in May after an illness lasting two years. The San Francisco Grain Trade Ass'n adjourned its afternoon session during the funeral services.

CANADA

The Manitoba Wheat Pool is the name by which the former Manitoba Co-op. Wheat Producers, Ltd., will hereafter be known.

Moose Jaw, Sask.—The Robin Hood Mills have let the contract for an extension to their plant, consisting of a storage elevator of 850,000 bus. capacity.

Vancouver, B. C.—Tenders have been called for a 2,750,000-bu. addition to the Alberta Pool elevator here by C. D. Howe & Co., elevator constructors. Notwithstanding this, it is not yet certain that the extension will be erected.

Sarnia, Ont.—The Sarnia Elvtr. Co., Ltd., has deposited \$250,000 with the local branch of the Bank of Commerce as its share of the estimated cost of \$650,000 for the construction of the new 2,000,000-bu. elevator now under way. The city puts up \$400,000 towards the project.

Vancouver, B. C.—The grain firm of K. B. Stoddart & Co., Ltd., Winnipeg, and Earl & Stoddart, Inc., New York, is said to be establishing offices in this city. R. C. Reece, of Winnipeg, and Charles Watt, of New York, representing the Stoddart firm, were here recently, looking over the ground.

The Saskatchewan Pool Elvtrs., Ltd., is said to have enlarged on its first plans for building this year. Plans have now been completed for building 35,000-bu. elevators at 27 new points in the province, and at 31 other points in Saskatchewan the Pool will build its second elevators, having a capacity of 45,000 bus. each. Twenty-three of the present Pool elevators are to be torn down and rebuilt. When this building program is completed, the Saskatchewan Pool will be operating about 1,050 elevators in the province.

COLORADO

Deer Trail, Colo.—Fred Mosher, of Rexford, Kan., has bot the Deer Trail Farmers Elvtr. Co.'s elevator here.

Peoria, Colo.—Fred Mosher, of Rexford, Kan., has purchased the Deer Trail Farmers Elvtr. Co.'s elevator at this point.

Denver, Colo.—The O. M. Kellogg Grain Co. has moved its offices to the new plant, which includes a 300,000-bu. terminal elevator.

Sterling, Colo.—The Ft. Morgan Bean & Grain Co. has taken over the plant of the Logan County Milling & Elvtr. Co. here, and will use it as a warehouse.

Springfield, Colo.—The elevator under construction here (as reported in the Apr. 25 Journal) by the Gano Grain Co., of Hutchinson, Kan., is to be of frame construction, iron clad, equipped with fully enclosed type motors.

Denver, Colo.—The annual meeting of the Colorado Grain Dealers Ass'n will be held in Denver on Saturday, June 8, 1929. We will be the guests of the Denver Grain Exchange, located in the Cooper Building. Please attend and help to make this a successful meeting.—Jos. L. Hall, sec'y-treas. Akron, Colo.

ILLINOIS

Paris, Ill.—W. H. Cummings is installing a 10-ton Fairbanks Scale in his feed mill.

Waterloo, Ill.—The Monroe Milling Co.'s plant on Apr. 29 was slightly damaged by wind.

Gladstone, Ill.—O. O. Ogle has leased the elevator here from the William Daugherty Estate.

Sandwich, Ill.—I am installing an oat huller at the Sandwich Feed Mill.—Albert Miller Feed Mill.

Wapella, Ill.—The Hasenwinkle-Scholer Co., Inc., sustained slight windstorm damage on Apr. 29.

Arlington, Ill.—Thomas Manning is the new mgr. at the elevator here owned by Charles Gallagher.

Whitaker (Peotone p. o.), Ill.—The Farmers Grain Co. is installing a 10-ton type S Fairbanks Truck Scale.

Manlius, Ill.—The Manlius Grain & Coal Co. is wrecking its coal elevator and will put up a new building which will be used as a feed mill.

Clifton, Ill.—The Clifton Grain Co. is doubling the capacity of its elevator and having the leg motorized, George W. Quick & Sons doing the work.

Savoy, Ill.—The Savoy Grain & Coal Co. has completed its new 65,000-bu. reinforced concrete elevator begun last fall. It is operated by electric power.

Lowder, Ill.—The Lowder Elvtr. Co. is having a 15-ton Fairbanks Scale installed by the Fairbanks Scale Service Truck, operated by George J. Betzelberger.

Ashland, Ill.—The Farmers Elvtr. Co. is doing business with its present facilities, as the elevator which burned some time ago will not be rebuilt for a while.

Roanoke, Ill.—Harry Emery, formerly mgr. of the Rutland Co-op. Elvtr. Co.'s elevator at Rutland, Ill., is now mgr. of the Roanoke Farmers Ass'n's elevator here.

Colvin Park, Ill.—John DeBarr has bot of the Holcomb-Dutton Lumber Co., of Sycamore, its lumber and coal business, elevator and general store located at this point.

Danvers, Ill.—Ben Sharp, for the past two years mgr. of the elevator at Deer Creek, has been appointed mgr. of the Farmers Elvtr. Co.'s elevator here, effective June 1.

Mendota, Ill.—The Federal Grain Elvtrs., Inc., are having repair work done, pits waterproofed and the machinery overhauled at their plant, George W. Quick & Sons doing the work.

Bradford, Ill.—The P. F. Ternus Co. is installing a Kewanee Dump, two 5-h.p. motors and one 1½ Fairbanks-Morse Motor on dump. Geo. W. Quick & Sons are doing the work.

Mineral, Ill.—The Federal Grain Elvtrs., Inc., has given a contract to George W. Quick & Sons for overhauling the machinery at their plant here, waterproofing the pits and doing general repair work.

Morrison, Ill.—George Hartman, formerly mgr. of the Elizabeth Roller Mills, Elizabeth, Ill., has bot a mill here. His son, Howard Hartman, succeeds him as mgr. at Elizabeth, for Orville Goldsworthy, owner of the mill.

Arnold, Ill.—The Arnold Farmers Elvtr. Co. is putting up a new elevator to take the place of the one burned, to handle the new crop. It will have sheller, cleaner and roller bearing equipment. E. H. Steging is the new manager.—F. M. Ward.

Decatur, Ill.—A. M. Kenney, for 20 years in the grain business at Broadlands and until his death a partner in the Hindsboro Grain Co., dropped dead in his home recently. Mr. Kenney and T. E. Hamman, or Arcola, organized the Hindsboro Grain Co. last July and took over the Hyde Grain Co. and the Fletcher Grain Co. The company will continue business as before.

Rutland, Ill.—The Rutland Co-op. Elvtr. Co. has appointed John Cleary, of Wenona, mgr. of the elevator, to succeed Harry Emery, who has taken a similar position at Roanoke. Mr. Cleary has been employed for several years at the Lostant Grain Co.'s elevator, at Lostant, Ill.

Woodland, Ill.—The Woodland Farmers Co-op. Elvtr. Co.'s elevator equipment was damaged to the extent of about \$200 by fire, thought to have been caused by a short circuit in one of the motors, at 1 o'clock a. m., on May 3. The building itself is of cement construction and was not damaged.

New Berlin, Ill.—John L. Brehm is the new manager of the Farmers Grain Co., succeeding W. E. Munson, who for the last 10 years did a very successful business, during which the company built a 40,000-bu. concrete elevator. Mr. Munson has not yet formed a new connection, and is now on a trip.—Frank M. Ward.

Mason City, Ill.—J. E. McCreery is back on the job as manager of the Farmers Grain & Coal Co., having succeeded W. E. Allison, who retired. It is intended to do some repairing on the building on the Illinois Central, the operation of which has been consolidated with that on the Alton, once owned by J. A. McCreery, deceased.—Frank M. Ward.

Arthur, Ill.—A new organization, the Arthur Farmers Elvtr. Co., has taken over the Buckner-Eads elevator and has taken an option on the A. F. Davis elevator, which will expire May 15. It is the company's intention to acquire both elevators and it is selling stock for that purpose. It is not known yet who will be the mgr. These two elevators are the only ones in Arthur and are located in a rich farming territory.—L. Buckner, May 11, 1929.

Pekin, Ill.—On Apr. 19 the plant of the American Commercial Alcohol Corp. here, formerly the American Distilling Co., was struck by lightning, damaging the power and distillation plant. The plant is being rapidly rebuilt and it is understood that from \$75,000 to \$100,000 in addition will be spent to enlarge its capacity, both at the main plant and at the feed house. The entire plant is also being electrified and when completed, will be the most efficient producing plant in the country.

Springfield, Ill.—The Pillsbury Flour Mills Co.'s new plant here, excavation for which started on May 8, will be of reinforced concrete, with brick panels. The head house will be 234 feet in length, and adjoining it will be 95 concrete storage tanks, 100 feet high. The mill will be to the south of the storage tanks, will be 8 stories in height, 55x165 feet. West of the milling plant will be the cereal building, 80x200 feet, 4 stories high. A 2-story warehouse, 80x240 feet, will be north of the cereal building, and to the south will be the boiler room and smokestack. As the ground on which the plant is to be located contains 15 acres, there will be plenty of room for future expansion.

Cairo, Ill.—We will convert, when this work is finally completed, the milling company's plant into an elevator that will enable us to handle corn in a way different from what we are now handling it. The machinery that we are putting in is of the regular grain handling kind, using considerable of the machinery that was already in the plant. This will result, when the work is completed some months hence, in an elevator plant that will have a capacity of 125,000 bus., plus 150,000 bus. warehouse storage. There is nothing special in the way of equipment or construction, and a good part of the equipment was already in the plant when we started to make the changes. There is really no construction at all, mostly a changing of the machinery and facilities.—Halliday Elvtr. Co.

Peoria, Ill.—John C. Luke, one of the best known grain dealers on the Peoria Board of Trade and pres. of the Luke Grain Co., died at his home on May 7, after an illness lasting eight months. He had been connected with the grain business in this city for nearly a quarter of a century, was widely acquainted thruout central Illinois and numbered many friends who will sincerely regret his passing. He was born at Galesburg, Ill., in 1869. On coming to Peoria 23 years ago, he entered the employ of Ware & Leland and later of the Warren Commission Co. Twelve years ago he organized the Luke Grain Co. His widow, two sons and one daughter survive him, besides his mother, two brothers and four sisters. A special meeting of the Board of Trade was held the day of Mr. Luke's death, at which high tribute was paid to his personal character and outstanding business qualities.

CHICAGO NOTES

Board of Trade memberships sold, on May 22, at \$35,000 net to the buyer, C. E. Thomas, of New York, being the seller.

Stanley Jackson, son of Arthur S. Jackson of Jackson Bros., Boesel & Co., has gone east, where he is associated with the firm's New York office.

John J. Coughlin, who has been in the cash grain trade for 45 years, on retiring recently was presented with an electric mantel clock by his friends in the cash trade.

The Board of Trade Legion Post won first prize at a drum and bugle contest held at the Edward Hines Memorial Hospital at Maywood, a suburb of Chicago, in celebration of hospital day recently, under the auspices of the Cook County Council of the American Legion.

A school of instruction for members and employees of the Board of Trade for dealing in securities has been opened, the first session being held on May 13 in the smoking room of the Exchange. Prof. John V. Tines, of Northwestern University, is delivering a series of lectures.

INDIANA

Kempton, Ind.—Cohee & Clark have installed a motor driven Haines Feed Mixer at their elevator here.

Vermont, Ind.—The Morrison & Thompson Co.'s elevator is installing oil motor, which replaces the steam plant.

Edgerton, Ind.—We have installed electric lights in conduit thruout our plant, getting our current from the Dixon Electric Co.—Edgerton Grain & Coal Co.

Owensville, Ind.—The recently organized grain storage company headed by Manfred L. Lowe will open here as soon as it has completed arrangements for space.

Thomaston (Wanatah p. o.), Ind.—There are no plans for rebuilding the elevator that burned down here.—L. A. Wemer. [This elevator was operated as the Thomaston Elvtr. Co.]

Indianapolis, Ind.—The midsummer meeting of the Indiana Grain Dealers Ass'n is to be held in this city on June 21, immediately following the Ohio Grain Dealers Ass'n at Cedar Point, O.

Tell City, Ind.—Tell City Flouring Mills were damaged by fire on May 10; loss estimated between \$35,000 and \$40,000; partly insured. The machinery was destroyed and the building badly damaged, but the elevator was saved. The mill will be repaired at once.

Mulberry, Ind.—The Mulberry Grain Co. is constructing a concrete tank, 8 feet deep, 8 feet wide and 33 feet in length, in the basement for the storage of blackstrap molasses. Also an elevator is being put in to hoist feed to the top floor for storage, a motor being used for power.

Indianapolis, Ind.—The nominating com'tee for the annual election of officers of the Board of Trade, to be held on June 10, has been appointed as follows: A. M. Glossbrenner, chairman; Broadhurst Elsey, Joseph C. Gardner, L. L. Fellows, Roy Sahn, Victor C. Kendall, Obie J. Smith.

Goshen, Ind.—The capacity of the Goshen Milling Co.'s elevator is approximately 45,000 bus. We have not taken over their plant located at New Paris.—Lyon & Greenleaf Co., Ligonier, Ind. [Lyon & Greenleaf bot the Goshen Milling Co.'s plant, as reported in the last number.]

Mishawaka, Ind.—The Mishawaka Grain & Coal Co., incorporated; capital stock, \$10,000; incorporators: William M. Hass, George O. Bales, Earl C. Blake, John T. Lobdell; objects, buy and lease lands and to erect thereon buildings and machinery for the purpose of receiving, warehousing and delivering grain and other merchandise.

Advance, Ind.—The elevator here, owned by Vern Faulkinbury and Roy Ailes, the latter acting as mgr., and the elevator at Max, owned by Mr. Faulkinbury, have been consolidated and the business hereafter will be conducted from the Advance plant. The equipment of the Max elevator will be moved to the Advance elevator, and the former closed. However, if conditions justify, the Max plant will be reopened at harvest time and remain in operation as long as there is a demand for it. The plant at Advance is being overhauled and improvements made. Both Mr. Ailes and Mr. Faulkinbury will have active management of the business.

Mt. Vernon, Ind.—The Fuhrer-Ford Milling Co.'s granary and warehouse, seven miles west of here, burned on May 18; loss, \$12,000, including 7,000 bus. of corn; partly covered by insurance. Douglas Dixon was badly burned about the head while attempting to remove his auto from the warehouse. He and his father operate the buying and substation of the mill.

Huntingburg, Ind.—Other indictments have been returned by the Dubois County Grand Jury at Jasper, Ind., in addition to that of Donald J. Wallace, head of the Wallace Milling Co. of this place, which failed last December, whose indictment was reported in the last number of the Journal. The charge is violation of the state warehouse act. Albert J. Wedeking, pres. of the Dale State Bank, at Dale, Ind., also chairman of the Indiana State Highway Commission, and Gilbert Landgrebe, an official of the Huntingburg State Bank and also of the Wallace Milling Co., have both been indicted. The failure of the milling company caused the Huntingburg State Bank and the Dale Farmers & Merchants Bank to close. Among others indicted several weeks ago on the same charge (besides Mr. Wallace) were Arthur Kattenhenry, director of the Huntingburg State Bank, and Hugo Rothert, pres. of the same bank. These cases are all expected to be called during the June term of court.

IOWA

Eldora, Ia.—John A. Reed's mill was damaged by fire in April.

Iowa City, Ia.—Katzenmeyer Bros. will install a feed mixer soon.

Wesley, Ia.—Art Riley, former mgr. of the Kunz Grain Co.'s elevator, has resigned and moved to Irvington.

Martinsburg, Ia.—Mail addressed to the Farmers Ass'n of Martinsburg, Martinsburg, Ia., is returned marked "Out of business."

Dysart, Ia.—The S. G. S. Grain & Livestock Co. has installed a new 10-ton scale that will accommodate the largest auto trucks.

Victor, Ia.—J. T. McNally is taking out his old 10-h.p. motor and installing a new 7½-h.p. enclosed motor in the cupola to take its place running the leg.

Arcadia, Ia.—We have installed a 15-ton capacity Fairbanks Type S Truck Scale and made some improvements to our office.—L. C. Harris, mgr., Farmers Elvtr. Co.

Dunlap, Ia.—W. A. Davie, the mgr. of the Farmers Lumber & Grain Co. here, died late in April, and C. E. Head is now mgr.—Bill Watson, Lucke-Gibbs Grain Co.

Hardy, Ia.—A fire in the Davenport Elvtr. Co.'s elevator here, managed by Tom Heggen, early in May, did little damage. It started while Mr. Heggen was at dinner.

Marengo, Ia.—H. C. Pote has installed a Blue Streak Hammer Mill and will replace his old motor with a larger one to operate it. He is considering installation of an oat huller.

Westfield, Ia.—J. J. Mullaney, of Sioux City, has just finished equipping his elevator at this point with lightning rods, besides sixteen other elevators in Nebraska and South Dakota.

Wiota, Ia.—The Atlantic Grain Co.'s elevator here, formerly owned by Gund-Sein & Co., which has been closed for some time, is again open for business, F. P. Waters being in charge.

Slifer, Ia.—The Farmers Elvtr. Co. has remodeled its elevator, putting a new foundation under it, covering it with iron and installing roller Hyatt Bearings on the head pulley shaft.

Swea City, Ia.—Frank Thompson, mgr. of the Farmers Co-op. Elvtr. Co.'s elevator, has been elected mgr. of the North Kossuth Shipping Ass'n, and will handle both positions from the elevator office.

Emmetsburg, Ia.—B. F. Schroeder, associated with Henry Beckman in the grain and implement business here for 48 years, died on May 7. His widow and two brothers survive him.—A. G. Torkelson.

Ida Grove, Ia.—I have sold my elevator to C. C. Crawford and the ground to the Great Atlantic & Pacific Tea Co., who is putting in a creamery, leaving only one elevator in Ida Grove.—T. F. O'Connell.

Pomeroy, Ia.—I had to close up at Pomeroy on account of lack of patronage.—C. A. Pfund. [Mr. Pfund succeeded Davis Bros. & Potter, who gave up their lease of the Pomeroy elevator, effective Jan. 1, 1929.]

Chatsworth, Ia.—R. E. Mangan, of Sioux City, has had lightning rods put on his elevator here.

Algona, Ia.—J. W. Mangan, associated with the Pletch Grain Co. as operator, died recently after an illness lasting two weeks which baffled the doctors, including a specialist. He is survived by his widow, three children and one brother.

Ft. Dodge, Ia.—A bank book containing in the neighborhood of \$80 in cash and \$200 in checks was taken from a desk drawer at the Farmers Elvtr. Co.'s office recently, while the bookkeeper was out waiting on a customer.—Art Torkelson.

Hamburg, Ia.—J. B. Zuck has bot the elevator and coal property of Flo Sullivan and has taken possession. Mr. Zuck's elevator burned last December, and he was planning to rebuild but has bot instead. The business is under the management of F. C. Mead. Mr. Sullivan has been connected with the grain business in Hamburg for over 35 years.

Whiting, Ia.—A company known as the South Side Elvtr. Co. has taken over the Elliot & McBeth elevator here and will operate same as a farmers elevator, making two farmers elevators in the town of Whiting. O. H. Utterback is pres. and C. S. Cozine is sec'y and treas. We figure on a few little necessary improvements but to no great extent this year.—South Side Elvtr. Co., C. B. Streeter, mgr.

Laurens, Ia.—A district meeting of the Western Grain Dealers Ass'n was held here recently. D. O. Milligan presided. It was the largest district meeting ever held in this part of the state. A good meal was served by the Catholic ladies of this community and the local nine piece orchestra furnished the music during the dinner. Every one of the 65 present had a good time. Very helpful suggestions were made and many humorous stories told.

Gowrie, Ia.—Effacing of an old landmark here began May 8 when razing of the Bruntlett elevator was started. E. J. Bruntlett, who purchased the elevator from his father-in-law, W. S. Bomberger, a year ago, will erect an elevator of 15,000 bus. capacity. The building now being torn down has held thousands of bus. of Iowa's famous product in the 47 years of its existence. The C. & N. W. Ry. laid rails thru here in 1881 and about a year later constructed the elevator.—Art Torkelson.

KANSAS

Ingalls, Kan.—SKF Bearings are being installed thruout the plant of Clarence Laird.

Ingalls, Kan.—SKF Bearings thruout are being installed in the plant here of A. H. Hughes.

Feterita, Kan.—The Security Elvtr. Co., of Hutchinson, has bot the Kleason elevator here.

Kingman, Kan.—The Farmers Grain & Mercantile Co., incorporated; capital stock, \$25,000.

Charleston, Kan.—SKF Bearings are being installed thruout A. H. Hughes' two elevators here.

LaHarpe, Kan.—The Farmers Union has purchased and will operate Hackney & Son's elevator.

Goddard, Kan.—L. A. Adler is installing a 15-ton Howe Recording Scale with wightograph.

Copeland, Kan.—The Security Elvtr. Co., of Hutchinson, is the new owner of the Kleason elevator.

Milan, Kan.—The Commander-Larabee Corp.'s local plant was slightly damaged by windstorm on May 1.

Silver Lake, Kan.—Merillat Bros. have installed a belt driven Haines Feed Mixer at their elevator here.

Bellaire, Kan.—The elevator of C. M. Isom was slightly damaged by fire, caused by lightning, on May 10.

Hannum, Kan.—Bossemeyer Bros., who operate an elevator, suffered slight windstorm damage on Apr. 7.

Belleville, Kan.—We will install a new leg belt and cups this season.—Paul Fulcomer, E. A. Fulcomer & Son.

Sublette, Kan.—The Security Elvtr. Co., of Hutchinson, recently purchased the Kleason elevator at this point.

Lincoln, Kan.—We have contracted with Chalmers & Borton to erect new waterproof pits in our elevator at this point. The work will be done by July 1.—C. E. Robinson Elvtr. Co., Salina, Kan.

Clearwater, Kan.—The Farmers Elevator Co. of this place has gone out of business and has disposed of its elevator.

Rossville, Kan.—T. J. Myers, of Topeka, has purchased the elevator here formerly operated by the Farmers Elevator Co.

Anthony, Kan.—The metal smokestack on the Kansas Flour Mills Corp.'s mill was damaged by windstorm on May 10.

Buffalo, Kan.—We intend to install new individual electric motors in our elevator here.—Geo. Brock, Brock Grain Co.

Wellington, Kan.—The smokestack on the local mill of the Commander-Larabee Corp. was struck by lightning on May 2.

Ryus (Satanta p. o.), Kan.—The Light Grain & Milling Co. recently installed overhead bins over the driveway in its elevator.

Goodland, Kan.—The Goodland Equity Elevator Co. is erecting a 30,000-bu. elevator to replace its present one which it has outgrown.

Ford, Kan.—The Security Elevator Co., of Hutchinson, is installing a direct loading fan, directly driven by fully enclosed motor.

Ludell, Kan.—The Ludell Equity Exchange has purchased the east and west elevators owned by Jennings & Roller at this place.

Wallace, Kan.—L. E. Gridley, who has a grain and seed business at Page, has bot and will operate the Capper Grain Co.'s elevator here.

Ford, Kan.—F. M. Komarek, who has been mgr. of the Security Elevator Co.'s elevator since last fall, has resigned and will move to his farm home.

Grainfield, Kan.—A new office building is being built by the Farmers Business Ass'n which operates an elevator here. It is of brick construction.—Jimmie Quinn.

Elkhart, Kan.—The Security Elevator Co., of Hutchinson, is installing a loading fan driven by a totally enclosed motor, and a Richardson Automatic 8-bu. Scale.

Beloit, Kan.—The Farmers Union new 30,000-bu. elevator is about completed. It is being covered with sheet iron. The capacity is about double that of the old elevator.

Salt Fork, Kan.—The Salt Fork Wheat Growers Ass'n has bot the elevator here of the Midland Flour Mills. E. G. Carpenter will continue to manage the plant.

Salina, Kan.—The Mack Bros. Grain Co. is a new concern organized recently by A. J. McMahon, formerly with the Roy Faith Grain Co., and his brother, C. R. McMahon.

Pretty Prairie, Kan.—The Collingwood Grain Co. has bot Dan Kreib's elevator here. It is remodeling the plant, putting foundation under same and generally overhauling it.

Hugoton, Kan.—The Security Elevator Co., with headquarters at Hutchinson, is putting in a loading fan driven by a fully enclosed motor, and a Richardson Automatic 8-bu. Scale.

Aurora, Kan.—A. E. Thompson, grain buyer here for the Robinson Milling Co. for a number of years, has resigned from that position and B. L. Kuhn will manage the elevator temporarily.

Copeland, Kan.—W. P. Kleason, who recently sold his three elevators located here, at Sublette and at Feterita, is planning construction of a new elevator at a point between here and Montezuma.

Barnard, Kan.—New waterproof pits will be constructed in our elevator here, Chalmers & Borton having the contract. The work is to be completed by July 1.—C. E. Robinson Elevator Co., Salina, Kan.

Concordia, Kan.—A new grain cleaner and dust collector have been installed in the cupola of the plant of the Farmers Mill & Elevator Co. This company has added commercial feeds to its sidelines.

Topeka, Kan.—The Kansas Wheat Pool Co-op. Elevator Ass'n contemplates buying a number of elevators. The ass'n has been incorporated with 22 shares no par common stock and \$500,000 preferred stock.

Grainfield, Kan.—The Grainfield elevator is being built by the Robinson Milling Co., of Salina; it has a capacity of approximately 34,000 bus., and we expect to have it completed by the first of July. This elevator is operated by Frank Cox.—C. E. Robinson Elevator Co., Salina, Kan.

Black Wolf, Kan.—L. A. Daniels has bot a 12,000-bu. elevator here and will open for business early in June. The elevator will be overhauled and a new engine, truck dump and truck scale be put in.

Wichita, Kan.—A. B. Anderson was elected vice-pres. of the Red Star Milling Co. at a recent meeting of the directors, according to the announcement of Roger S. Hurd, pres. of the company, and will have charge of all domestic sales.

Hugoton, Kan.—L. O. Webb, for many years an operator of country elevators at various points in Kansas, started as a solicitor for Vanderslice-Lynds Co., of Kansas City, on May 1, traveling Kansas territory.

Zurich, Kan.—Our elevator is undergoing minor repairs and a new scale, steel loading out spout and a manlift will be added. The work is being done by Chalmers & Borton.—C. E. Robinson Elevator Co., Salina, Kan.

Salina, Kan.—Rapid progress is being made on the United Life Insurance Building, a fully modern, fire-proof structure 10 stories high, the two top floors of which will house Salina grain firms when the building is completed about Dec. 1.

Meade, Kan.—We are building an 18x54 ft. iron-clad feed warehouse with full basement and a 36x60-ft. iron-clad oil warehouse for our oil business. Both are to be completed soon.—Barney Dinkins, mgr. Meade Co-op. Elevator & Supply Co.

Bucklin, Kan.—Geo. Gould of the Gould Grain Co. is now associated with the Davis-Hunt Grain Co. He still retains an interest in the Gould Grain Co., which is now under the management of F. L. Harter, who moved to Bucklin from Bloom.

Morland, Kan.—We have just completed overhauling our elevator at this station, a new leg and distributor have been installed and an addition is being built to the warehouse, Chalmers & Borton doing the work.—C. E. Robinson Elevator Co., Salina, Kan.

Shields, Kan.—The Shields elevator is being built for the C. E. Robinson Elevator Co., of Salina, Kan. The capacity is approximately 25,000 bus., and it is to be completed by July 1. It is operated by E. G. Powell.—C. E. Robinson Elevator Co., Salina, Kan.

Healy, Kan.—We expect to replace all of the plain bearings in our elevator with SKF Ball Bearings. We are considering installation of larger Richardson Automatic Scales, too, in order to increase our loading capacity.—A. J. Kirkhoff, Healy Co-op. Elevator Co.

Wichita, Kan.—The annual election of the Wichita Board of Trade resulted in selection of the following new officers: W. H. Smith, pres.; J. S. Woodside, vice-pres.; J. J. Mann, executive sec'y. Directors: A. H. Adair, Lon Powell, Art Randall and Russell Payne.

Palco, Kan.—At this station our elevator will be overhauled, the old siding will be removed and replaced with corrugated siding and the roofs will be covered with standing seam roofing. The work is now under way by Chalmers & Borton.—C. E. Robinson Elevator Co., Salina, Kan.

Ogallah, Kan.—We are rebuilding our elevator here, placing all new sills, raising the cupola, adding automatic scales and manlift, new bins, the old siding will be removed and replaced with corrugated siding and standing seam roofing. Chalmers & Borton have the contract.—C. E. Robinson Elevator Co., Salina, Kan.

Sylvan Grove, Kan.—We have completely overhauled our elevator, adding a 5-bu. Richardson Automatic Scale, steel loading out spout, and have removed the old siding covering the entire elevator with corrugated iron siding and standing seam roofing. Chalmers & Borton had charge of the work.—C. E. Robinson Elevator Co., Salina, Kan.

Salina, Kan.—Eberhardt-Simpson Grain Co. is the name of a new firm opening offices here on June 1. It is composed of Fred F. Eberhardt and Grover M. Simpson, both of whom will be active. Mr. Eberhardt has an enviable background of business and financial experience. Mr. Simpson is thoroly acquainted with the grain business, having started as a grain inspector, managed country elevators and become familiar with terminal operations in his connection with the Beyer Grain Co. The new company will do a general grain business.



"The Virgin Wheat Mecca"

can serve you whether you are a country shipper, an exporter, buyer or miller.

You do not have to worry about market facilities or the reliability of the firms you deal with, simply deal with any of the Board of Trade members listed below:

Adair Grain Co.

Wheat, Corn, Oats, Kafir

A. F. Baker Grain Co.

Wheat, Corn and other grains

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Beyer Grain Co.

General Grain Merchants

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Futures—Consignments

Craig Grain Co.

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We Specialize in Futures

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General Grain Merchants

J. R. Harold Grain Co.

General Grain Merchants—Consignments

C. E. Jones Grain & Elevator Co.

Grain Merchants—Consignments

Simonds-Shields-Lonsdale Grain Co.

General Grain Merchants

Smith-McLinden Grain Co.

Wheat, Coarse Grains, Mill Feeds

Stevens-Scott Grain Co.

Wheat, Kafir, Milo Maize, Corn

Sam P. Wallingford Grain Corp.

General Grain Business

Wichita Terminal Elevator Co.

Receivers, Shippers—Storage

Wolcott & Lincoln, Inc.

Futures Exclusively

Woodside Grain Co.

Receivers, Shippers

Salina, Kan.—On Apr. 1 ground was broken for our 250,000-bu. storage unit, the walls were poured to a height of 90 feet and the roof was poured on May 4. The machinery is now being installed and the unit will be completed June 1, the actual time being about 52 working days. Chalmers & Borton have the contract and Mr. Borton has been in charge.—Western Star Mills.

Wichita, Kan.—H. W. Manuel, of Kansas City, has arrived here to open the new grain buying office of the Pillsbury Flour Mills Co., which is to be officially opened June 1. Work is progressing rapidly on the new 2,300,000-bu. elevator of the company which is expected to be in operation before the new crop starts moving. Mr. Manuel will also be mgr. of the elevator.

Copeland, Kan.—The Farmers Co-op. Union, of which Albert Swanson is mgr., has begun construction of a 125,000-bu. reinforced concrete elevator. It will have track scales, two dumps, two legs and fully up-to-date equipment. The walls had been poured to a height of 100 feet by May 14, and the elevator will be finished in time for the new crop. Chalmers & Borton have the contract.

Topeka, Kan.—Local group meetings of the Kansas Grain Dealers Ass'n will be held as follows: Salina, May 27; Great Bend, May 28; Anthony, May 29; Pratt, May 31; Satanta, June 1; Colby, June 3; Norton, June 4; Phillipsburg, June 5; Downs, June 6; Concordia, June 7; Superior, Neb., June 8; Hebron, Neb., June 10; Marysville, June 11; Hiawatha, June 12; Emporia, June 14.—E. J. Smiley, sec'y.

Topeka, Kan.—S. W. Grubb, well known in grain and milling circles in this state, died at his home in this city, on May 22, at the age of 54 years, of heart disease. When he first came to this city he was associated with the Derby Grain Co., and in 1924 he and his son, Leslie, organized the Grubb Grain Co. He was at one time pres. of the Board of Trade. He is survived by his widow, one son, two daughters and a sister.

Atchison, Kan.—E. B. Hackney has been elected pres. of the Blair Milling Co., to succeed J. W. Blair, deceased; H. H. Hackney was elected chairman of the board and vice-pres.; H. T. Schaeffer, former sales mgr., was elected treas., and H. A. Marteny, in charge of the wheat buying, was elected sec'y. Since these men have been conducting the business during Mr. Blair's illness of the last two years, the business has been interrupted but little by the death of Mr. Blair.

Grinnell, Kan.—We will make considerable improvements and repairs on our 20,000-bu. steel elevator at this station, including raising the cupola 7 feet, an entire new leg of 1,800 bus. per hour capacity, with a dust-proof head, with this will be re-installed a suction fan, the automatic scale will be raised and a steel loading-out spout installed, also a new Kewanee Truck Lift and floor grate. The contract for this work has been let to Chalmers & Borton.—The Union Mercantile Co., C. M. Harris, mgr.

HUTCHINSON LETTER.

A large motor in the mill plant of the Consolidated Flour Mills Co. burned out, on Apr. 29, causing subsequent damage to belts and other property.

M. A. Keith assumed charge of the Hutchinson office of the Red Star Milling Co. as grain buyer on May 1. Mr. Keith was formerly head of the grain department of the Enid Milling Co.

M. A. Keith has taken over the Board of Trade membership formerly held by W. M. Marshall, both of the Red Star Milling Co., of Wichita, and will represent that company on the local trading floor.

The Security Elvtr. Co. of this city, recently got nine Kelso Pneumatic Grain Cleaner and Car Loaders of the Bel-Kel Mfg. Co., to be installed in its elevators, eight of them located in the following Kansas towns: Hugoton, Sublette, Ford, Montezuma, Elkhart, Satanta, Haggard and Copeland.

Board of Trade nominations for the annual election are as follows: Pres., Frank Summers, George Gano; vice-pres., C. C. Kelly, G. D. Estes; directors: Joe Brade, P. M. Clarke, Lee Collingswood, C. D. Jennings, D. B. Frazee, J. V. Fleming, F. J. Hipple, H. C. Morton, Ralph Russell, F. J. Russell, C. W. Stiles, E. S. Shircliffe, E. J. Whalen and H. A. Davis.

The William Kelly Milling Co. sustained slight damage by windstorm on Apr. 24.

WILSON LETTER.

The Western Star Elvtr. Co. is handling combines.

Dealers here are expecting to sell 50 combines this season.

The Wilson Flour Mills are installing another truck dump at their elevator.

The McLeod Grain Co. has taken over a line of tractors. It will also handle combines.

The Farmers Elvtr. Co. has made a number of improvements at its elevator. The A. F. Roberts Construction Co. put in a new foundation at the east side. Together with other general overhauling, it amounts to \$1,000. O. Ivar Norden is the mgr.—Farmers Elvtr. Co.

KENTUCKY

Glendale, Ky.—John B. Lawler, of Louisville, has bot the Glendale Mill & Elvtr. from Marion Hoover.

Upton, Ky.—Mr. Van Owen has bot an interest in the Upton Roller Mills, formerly owned by Mrs. O. T. Nichols.

LOUISIANA

New Orleans, La.—R. C. Jordan, formerly in charge of the grain elevators at the Stuyvesant Docks before the elevators were leased from the Illinois Central R. R. by the dock board, and a grain handling expert of 25 years' experience, has been employed by the dock board to modernize the handling of grain at the public elevators in the port. He will have full supervision over the personnel of the grain elevator department. Mr. Jordan is given full authority to install such a system of operation as will better stimulate the grain movement thru the port.

MICHIGAN

Charlotte, Mich.—Lightning caused slight damage to the plant of Belden & Co., Inc., on Apr. 30.

Richland, Mich.—C. B. Knappen, who operates an elevator here, suffered slight windstorm damage on March 6.

Port Huron, Mich.—The announcement that Port Huron is to have a 2,000,000-bu. grain elevator was made at a banquet attended by 300 residents of this city, Detroit, St. Clair and Ontario, given in honor of Sir Henry Thornton, pres. of the Canadian National Railways, on May 6, at the Hotel Harrington, this city. The elevator is to be of concrete construction and will be in the vicinity of the foot of Griswold street, near the site of the old Grand Trunk Elevator, which was destroyed by fire. Grain will be shipped to the elevator by boat and re-shipped by rail. The names of the backers of the project were not announced.

MINNESOTA

Stillwater, Minn.—The implement warehouse and stock of the Stillwater Market Co. was severely damaged by fire on May 8.

Duluth, Minn.—R. H. Ramsay, of the McCaull-Dinsmore Co., has become a member of the Board of Trade on transfer from W. B. Lynes.

Willmar, Minn.—The Willmar Grain Co., Anderson & Peterson, proprietors, now operates the grain elevator here formerly operated by N. O. Nelson.—X.

Alpha, Minn.—Leonard Peterson, mgr. of the Farmers Co-op. Society's elevator here, disappeared several weeks ago, after placing his keys on top of a note which said, "Will be back at 10 o'clock." At last reports he had not been seen nor heard from. Mrs. Peterson said she knew of no reason for her husband's absence.

Minneapolis, Minn.—General Mills, Inc., has awarded the contract for the immediate erection of a concrete terminal elevator here adjoining the plant of the Washburn Crosby Co., Inc., with which General Mills is associated, of 2,500,000 bus. capacity. This will give General Mills a total capacity at Minneapolis of 6,000,000 bus., and increase the total elevator capacity of all General Mills units to 33,000,000 bus.

Slayton, Minn.—Richard McBride, former mgr. of the Equity Elvtr. Co.'s elevator at Mapleton, has accepted the position as buyer for the Jones Elvtr. Co.'s elevator here.

Minneapolis, Minn.—The transfer of the Chamber of Commerce membership of George J. Reed, who has been away from this city for several years, to Ben B. Davis, of the Occident Elvtr. Co., has been requested. L. L. Corlett's membership has been transferred to Harold W. Boyd. Traveling representative licenses have been granted to Melvin C. Brandt, of the McCaull-Dinsmore Co., and to John McVay, of the Salyards Grain Co.

Browns Valley, Minn.—William Jensen has bot the Equity Elvtr. Co.'s elevator here, after having operated an independent grain buying business in the house under a 7-year lease. When the company first started in business, in 1915, it was managed successfully by Mr. Jensen, for two years; it was under other management for several years, then became insolvent. It was closed, then later reorganized under receivership. Mr. Jensen is said to have paid \$5,000 cash for the property.

Minneapolis, Minn.—William P. Devereux, pres. of the W. P. Devereux Co., one of the oldest grain commission houses of Minneapolis and which was consolidated with the Salyards Grain Co. a few weeks ago, died on May 10 at the age of 71 years, after an illness of two years. Mr. Devereux was well known throughout the Northwest, having been in business in Minneapolis for 36 years. Born at Oneida, N. Y., he moved to St. Paul while still a young man, and was one of the organizers of the firm of Kennedy & Devereux, dealers in hay and grain. In 1893 he went to Minneapolis and organized the grain commission firm of the W. P. Devereux Co., of which he was pres. for 36 years. Mr. Devereux was also prominent in civic and public affairs, was a director of one of the banks and a member of several clubs. He is survived by his widow, five daughters and four grandchildren, besides three sisters. Burial took place in St. Paul.

MISSOURI

Green Ridge, Mo.—The Green Ridge Elvtr. Co. has installed a belt driven Haines Feed Mixer.

Galesburg, Mo.—The Ball & Gunning Milling Co. sustained slight windstorm damage on May 1.

St. Louis, Mo.—Charles W. Massee, a member of the Merchants Exchange for many years, died on May 15.

Bertrand, Mo.—The Bertrand Elvtr. & Grain Co.'s plant was slightly damaged by the windstorm of Apr. 29.

Webb City, Mo.—A slight windstorm damage was done to the plant of the Ball & Gunning Milling Co. on May 1.

St. Joseph, Mo.—We have leased our elevator here to the Trans-Mississippi Grain Co.—St. Joseph Public Elvtr. Co., L. L. Roesle.

Carthage, Mo.—The Morrow Milling Co. is erecting a new flour and meal plant here, which is expected to be ready in time for the new crop.

St. Louis, Mo.—Application for membership in the Merchants Exchange has been filed by A. C. Loring, of Minneapolis, pres. of the Pillsbury Flour Mills Co.; also by J. P. Fuller on transfer from W. R. Crispin.

Pleasant Green, Mo.—The present firm name of the elevator here is the Pleasant Green Elvtr. Co., A. G. Wolfe, owner and mgr., successor to Pleasant Green Farmers Elvtr. Co. which went out of business recently.

St. Louis, Mo.—The Merchants Exchange laboratory is having new equipment added which will provide a protein apparatus of total of 48 units of distillation and digestion. Among other equipment being added are a 12 burner moisture apparatus, a moisture oven and an ash muffle.

Paris, Mo.—The Producers Elvtr. & Exchange Co. has been sold to Virgil and Frank Boyd, the latter having been associated with the business for several years. The stockholders had authorized the directors to close or sell. The price is said to have been \$2,631, the amount which the present stock invoice. It is believed that the purchase price will pay all outstanding obligations, but that those who had put money in the business will lose most, perhaps all, of the amount of their stock.

Salisbury, Mo.—The Farmers Elevator Co. has installed a motor driven Haines Feed Mixer.

St. Joseph, Mo.—A. R. Taylor, of the Stratton Grain Co., Chicago, has applied for membership in the St. Joseph Grain Exchange on transfer from William Hillix. Mr. Taylor will be in charge of the St. Joseph branch of the Stratton Grain Company, who will operate the 1,000,000-bu. concrete house now operated by the Trans-Mississippi Grain Co., and formerly operated by Marshall Hall Grain Co. Possession of the elevator will be given some time in June. Offices will be opened in the Corby Building in the near future.

St. Joseph, Mo.—Expansion of the Trans-Mississippi Grain Co. in the St. Joseph market is further reflected in the application of Theo. K. Beckman for membership in the Exchange, to represent this firm. Mr. Beckman has been connected with the Trans-Mississippi Grain Co. for a number of years, and is coming here from Burlington, Ia. Excellent progress is being made on the 2,250,000-bu. addition to the elevator which the company is leasing from the Union Terminal Railway Co. and which will be ready for occupancy in June, according to present indications.

Carrollton, Mo.—The R. V. Seward Grain Co., operators of elevators in this part of the state, contemplates building an elevator on the site in South Carrollton that the Seward Co. has owned several years. Altho the storage capacity of the elevator will not be very large, it will be equipped with the most up-to-date machinery for the rapid handling of grain. This will include an automatic air dump and auto truck scales of large capacity. The second unit of the building will consist of equipment for shelling and merchandising of corn. It is planned to build warehouses later for all kinds of sacked feeds for livestock and poultry.

Hermann, Mo.—Julius J. Albrecht and associates have bot the 500-barrel flour mill here formerly operated by the Eggers Milling Co., and will do business as the Hermann Milling Co. The plant has a storage capacity of 100,000 bus. of wheat. Those interested in the new company are the following: Pres., Julius J. Albrecht, also sec'y of the Eberle-Albrecht Flour Co.; vice-pres., F. W. Eggers and Henry J. Albrecht; treas., Al Albrecht, and sec'y, Arthur Eberle. Mr. Eggers will be in charge at Hermann, and the main offices will be in St. Louis, where Mr. Albrecht and his associates have been in the flour export and jobbing business for many years. The Hermann Milling Co. is a separate organization entirely from the Eberle-Albrecht Flour Co.

KANSAS CITY LETTER.

Charles F. McCord, at one time connected with the branch office of Lamson Bros. & Co. here, and his brother, John M. McCord, have organized the Investment Securities Service Co.

Frank D. Bruce, of the Bruce Bros. Grain Co., of this city, has the sympathy of the trade in the death of his father, John Bruce, who died at his home in Dearborn, Mo., on May 11, at the age of 86 years, surviving his wife by only a little over three weeks.

H. T. Fowler, pres. of the Fowler Commission Co., which has been in business in this city for over 30 years, has retired and the company has been discontinued. Mr. Fowler's son, H. A. Fowler, went into business on his own account several months ago.

The Rock Island Elevator now operated by the Simonds-Shields-Lonsdale Grain Co. is being overhauled and repaired by the L. Stinson Co. Two special trippers and new conveyors are being installed and all gear drives are being replaced with Link-Belt Roller Chains.

Members of the Kansas City Board of Trade and employees of firms who are members are being given a course of instructions in methods of trading in securities including rules, types of securities, short selling, trading in securities, distribution of securities, the bond market and delivery of securities.

Osborne P. Wheeler, of Folsom, Wheeler & Co., a security house of this city, has bot the membership of L. Fowler, deceased, for \$11,000 net, on the Board of Trade, being the first exclusive security house to do so since the announcement that a securities department would be formed. The com'lite on security listing, appointed by Pres. Kraettil, is made up of W. C. Goffe, chairman; Fred C. Vincent, Stanley Christopher, C. M. Hardenbergh and W. J. Mensendieck.

Hale W. Manuel's Board of Trade membership has been posted for transfer to Hobart O. McVey, of the Simonds-Shields-Lonsdale Grain Co. Mr. Manuel has been representing the Simonds-Shields-Lonsdale Grain Co. on the trading floor, but has recently connected with the Pillsbury Flour Mills Co. at Wichita, Kan.

The Uhlmann Grain Co. has leased the 2,100,000-bu. Wabash elevator in North Kansas City, operated formerly by the Southwestern Milling Co. This, together with the 2,300,000-bu. Katy elevator in the Rosedale district of Kansas City, Kan., which the company operates, gives the Uhlmann Co. the third largest elevator capacity in this city.

MONTANA

McCabe, Mont.—The Farmers Elevator Co. is having lightning rods put on its elevator and annex.

Cascade, Mont.—The Cascade Milling & Elevator Co. contemplates the erection of additional storage.

Malta, Mont.—The Farmers Elevator Co., W. A. Newhouse, mgr., is erecting a new dust house joining its elevator.

Havre, Mont.—The Farmers Grain Exchange, Leon McNichol, mgr., is installing a hammer mill and building a mill house.

Winifred, Mont.—C. W. Truesdell, grain buyer of Suffolk, contemplates the erection of a grain elevator here to be completed in time for the new grain crop.

Hingham, Mont.—The Farmers Elevator Co. recently installed a new 10-ton scale, moved its drive and made other improvements. Karl Hovland is mgr. of the elevator.

Ft. Benton, Mont.—The mill and elevator of the Ft. Benton Milling & Elevator Co., which burned here last August, will not be rebuilt.—Farmers Elevator & Trading Co.

Malta, Mont.—The St. Anthony & Dakota Elevator Co. is putting on some new roofing and doing other minor repair work on its elevators here, at Lohman, Hinsdale, Havre and at Gilford, Mont.

Harlowton, Mont.—The elevator under construction here for the Montana Flour Mills Co. will consist of 12 storage bins 23 feet in diameter by 80 feet high. Alloway & Georg are doing the work.

Turner, Mont.—The Imperial Elevator Co. is erecting a new 30,000-bu. elevator at this station, to be completed the latter part of May. It has 14 bins, one stand of elevators, Fairbanks 10-ton Dump Scale, Kewanee Air Lift, and engine power. The elevator is being built by the Hogenson Construction Co.

NEBRASKA

Glenvil, Neb.—The Shannon Grain Co. is installing a truck scale and dump in its elevator here.

Daykin, Neb.—The Farmers Co-op. Elevator Co. has installed a new combination wagon and truck dump.

Exeter, Neb.—The Exeter Elevator Co. has installed a 10-ton truck scale. S. G. Manning is mgr.—Chet Knierim.

Heartwell, Neb.—The Shannon Grain Co. is improving its elevator by the installation of a truck scale and dump.

Fairbury, Neb.—We may install a new truck dump in our elevator this season.—W. E. Lea, Fairbury Mill & Elevator Co.

Palisade, Neb.—The Shannon Grain Co. is doing some extensive repair and remodeling work on its elevator here.

Foley (David City p. o.), Neb.—O. M. Blevins, of Millerton, Neb., has taken a lease on the Farmers Grain Co.'s elevator here.

Duncan, Neb.—The Farmers Business Ass'n is installing a Winter Head Drive and fully enclosed type dust proof G. E. Motors.

Gilead, Neb.—If it turns into a good season we may install truck scales late next month or in July.—C. F. Ernst, Gilead Grain Co.

Nebraska City, Neb.—The Butler-Welsh Grain Co., of Omaha, is installing 18 Tex-Rope Drives thruout the elevator it now operates here.

Friend, Neb.—The Farmers Union Co-op. Co. has installed a 25-h.p. G. E. Motor for elevator power. John Ahern is mgr.—Chet Knierim.

Sprague, Neb.—We contemplate installation of a corrugated roll feed grinder.—John A. Spellman, mgr. Farmers Grain & Lumber Co.

Stockton, Neb.—A Winter Head Drive and fully enclosed type dust proof G. E. Motors are being installed here for the Farmers Elevator Co.

Gordon, Neb.—A Monitor Flax Cleaner has been installed in the local elevator of the Bartstow Grain Co. by the Birchard Construction Co.

Belvidere, Neb.—The Shannon Grain Co. is installing a truck scale and dump in its elevator here and covering plant with iron siding and roofing.

Alexandria, Neb.—Mr. Stewart has been retained by the Hart Grain Co. to manage the former Burruss elevator recently purchased by the Hart company.

Garland, Neb.—The Germantown Farmers Grain Co. has installed a Kewanee All Steel Truck Lift. The work was done by the Birchard Construction Co.

Hoag, Neb.—The Hoag Co-op. Grain Co. is adding to its equipment by the installation of a Winter Head Drive and fully enclosed type dust proof G. E. Motors.

Paxton, Neb.—I have purchased the elevator from Peter Edginton and will operate the same, with Tom Halloran assisting.—Homer I. Kimberly, dealer in grain.

Fremont, Neb.—J. E. Watkins, mgr. of the Fremont Farmers Union Co-op. Ass'n for 11 years, resigned, effective May 1, to go into business on his own account.

Hastings, Neb.—Robert T. Browne, formerly in the Kansas City grain office of the Pillsbury Flour Mills Co., is opening a wheat buying office for the company here.

Omaha, Neb.—Hoxie Wright, son of J. H. Wright, Jr., pres. of the Nebraska-Iowa Grain Co., is in a hospital here recovering from two operations for appendicitis.

Omaha, Neb.—The Pillsbury Flour Mills Co. has opened a wheat buying office here, in charge of Reynold Huseby, formerly at the company's headquarters in Minneapolis.

Dorchester, Neb.—Wm. F. Dainton replaced E. M. Olds as manager of the Dorchester Farmers Elevator Co. early last month. Mr. Olds is now with the Crete Mills at Crete, Neb.

Dorchester, Neb.—Friends of Walter Ward will be glad to learn he is back in his office at the Fairmont Grain Co. after a two-months' sojourn in the hospital, greatly improved in health.

Sterling, Neb.—The Sterling Grain & Live Stock Co. is installing a 20-ton Fairbanks Truck Scale, also a Winter Truck Dump. G. H. Thompson is mgr.—Chet Knierim, with Langenberg Bros. Grain Co.

Crete, Neb.—We recently installed a dust collector in addition to other improvements. Within the next few weeks we expect to open an oil station as an additional side line.—S. V. Skollil, mgr., Crete Grain & L. S. Ass'n.

Sterling, Neb.—The Farmers Union Co-op. Ass'n has installed an electric truck lift and has had the elevator painted and re-roofed and lightning rods installed by the Birchard Construction Co. B. B. Smith is mgr.—Chet Knierim.

Hampton, Neb.—The T. B. Hord Grain Co. has installed a new 15-ton scale and is going to rebuild its coal sheds. J. W. Hutchison, general mgr. of the company, did the overseeing of the job.—H. G. Carpenter, agent, T. B. Hord Grain Co.

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The price is only \$185 complete with 2-horse motor—of course it's a real buy.

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Elmwood, Neb.—William Fleishman, farmer and land owner living near here, bot the Elmwood elevator and mill that was sold at auction on Apr. 27, to settle an estate. The elevator has a capacity of 16,000 bus., and the mill 25 barrels, also equipped with hammer mill.

Union, Neb.—On May 1 Geo. A. Stites bot the two elevators at Union, Neb., from McCarthy & Sturm, who had been there 28 years to the day. C. G. McCarthy has conducted the south elevator for three years.—McCarthy & Sturm. [Mr. Stites will operate as the Geo. A. Stites Grain Co.]

Hooper, Neb.—I have closed a deal for the Hooper Mill & Elvtr., at Hooper, Neb., and expect to take possession on or before June 1. Will discontinue milling as my plant will be run as a grain, coal and feed business.—R. B. Wallace, grain, coal, hay and feed. Present address, Mondamin, Ia.

Walthill, Neb.—J. J. Mullaney, of Sioux City, Ia., has just completed the installation of lighting rods on his elevators here and at the following Nebraska towns: Wareham, Breslau, Bloomfield, Fordyce and Obert. He also installed across-the-line switches at the Bloomfield and Obert elevators.

Crete, Neb.—The Blue Valley Grain Co. has ceased operations here, having closed the elevator March 1. A small group of farmers, headed by Frank Tavis and Ben Busboom, have taken over the stock of its stockholders and now own the properties. Plans for reopening are still undecided and no action is likely to be taken before the new crop.

Red Cloud, Neb.—The test suit of 150 farmers of this vicinity against the Nebraska Wheat Growers Ass'n, often referred to as the Wheat Pool, mention of which was made in the Apr. 25 Journal, was scheduled to come up for trial in the district court here on May 20. The farmers are said to claim that they were induced by agents, using fraudulent means, to sign the ass'n's contract for the marketing of their wheat.

Harbine, Neb.—Wright-Leet Grain Co., which traded elevators with the Harbine Equity Exchange in a recent deal, thereby obtaining an old house and some monies in exchange for its new one, has sold the old elevator so obtained to Otto Schnuelle, former mgr. for Wright-Leet, who will operate it for himself.—C. B. Callaway. [A later report says that Mr. Schnuelle is installing a Winter Head Drive and totally enclosed G. E. Dust Proof Motors.]

Beatrice, Neb.—The Nebraska Ass'n of Grain Elvtr. & Mill Operators held one of its group meetings here at the Paddock Hotel, May 23, J. N. Campbell, recently appointed sec'y of the ass'n, making the introductory remarks, and H. E. Nelson, grain supervisor of the United States Department of Agriculture, gave the instruction in grain grading. Prof. P. H. Stewart, agronomist of the College of Agriculture, University of Nebraska, gave a talk on "Smut in Wheat and Oats." Dinner was served in the hotel at 7 o'clock, at which A. L. Burroughs, of Rockford, one of the directors of the ass'n, was toastmaster.

Nebraska City, Neb.—The meeting held here on May 16, under the auspices of the Nebraska Ass'n of Grain Elvtr. & Mill Operators, was attended by representatives of nearly every elevator within a radius of 20 miles. Much interest was shown in the grain grading school conducted by H. E. Nelson, grain supervisor of the U. S. Department of Agriculture at Omaha. A talk on grain grading was made by Harry R. Clark, chief inspector of the Omaha Grain Exchange, and one on the smut evil by Prof. Keims, of the State College of Agriculture, caused much comment. Six elevator men joined the ass'n and as many more signified their intention of doing so. Thirty men sat down to the dinner that followed the afternoon meeting.

NEW ENGLAND

Boston, Mass.—Jacob Aronson has become an associate member of the Grain & Flour Exchange.

Boston, Mass.—Frederick J. Volkmann is very ill at a hospital in Brookline. The Grain Exchange remembered him with flowers recently.

NEW YORK

Buffalo, N. Y.—The Export Elvtr. Co., of this city, has filed articles of dissolution with the Sec'y of State at Albany.

New York, N. Y.—Riccardo Salmona, a grain broker with offices in the Produce Exchange, has filed a petition in bankruptcy, with liabilities placed at \$138,000, and assets at \$12,585.

New York, N. Y.—Henry Gibbs, formerly in the grain business here but retired for a number of years now, and one of the oldest members of the Produce Exchange, died May 13, at the age of 77 years. He was at one time a member of the firm of Gibbs & Robinson, now Robinson & Sweet.

Buffalo, N. Y.—Albert H. Adams, well known to the grain trade here for many years, died recently as the result of an accident. He was engaged in the insurance business at the time of his death, but was formerly connected with the old Western Elevating Ass'n and the Frontier elevator. His widow and two daughters survive him.

Buffalo, N. Y.—The Pratt Food Co. recently purchased a piece of property at Elk Street and Abbott Road, on which it plans, some time in the future, to erect a large addition to its mill; but in the meantime, the company has turned over the use of the property to the city and the ground will be used as a children's playground until the company wishes to occupy it.

New York, N. Y.—Recent new members of the Produce Exchange include the following: Hampton Lynch, of the Terminal Warehouse Co.; Raymond R. Angell, of Raymond R. Angell & Co.; Jesse Baar, of Baar, Cohen & Co.; Harold J. Brown, of H. F. McConnell & Co.; David F. Engle, of Engle & Co.; James F. McKearney, of Reinhart & Bennet; Fred L. Herbert as an associate member. Among applications for membership posted recently were I. E. Davidson, of Earle & Stoddard, grain brokers; James P. Bickell, of Thomson & McKinnon, grain brokers, Toronto, Ont.

NORTH DAKOTA

Williston, N. D.—The City Elvtr. Co. is installing a new drive, also a belt shifter.

Cleveland, N. D.—The Farmers Co-op. Elvtr. Co.'s elevator burned on May 16; loss, \$50,000.

Hettinger, N. D.—The Hettinger Equity Exchange is installing a new cylinder grain separator.

Wilton, N. D.—The Wilton Elvtr. Co. plans to erect a 32,000-bu. elevator. J. A. Schroeder is the mgr.

Mapleton, N. D.—The Farmers Elvtr. Co. here will be painted, the work being done by the Hogenon Construction Co.

Hastings, N. D.—I sold my elevator, on May 9, to the Farmers Elvtr. Co. here, which will now operate two elevators at this point.—S. E. Olson.

Calio, N. D.—The Minnekota Elvtr. Co.'s elevator here burned during the night of May 13, 13,000 bus. of grain also being destroyed.

Columbus, N. D.—Ray Gustafson, of Tolley, has succeeded B. A. Enochson, resigned, as mgr. of the Occident Elvtr. Co.'s elevator here.

Regent, N. D.—Two new Fairbanks 10-ton Dump Scales have been installed in the Co-op. Equity Exchange elevators by the Hogenon Construction Co.

Bathgate, N. D.—J. O. Mahoney, mgr. of the Farmers elevator here, and a resident of the town for 24 years, died in his office on May 3. One son, James, survives him.


Grand Forks, N. D.—New members of the North Dakota Farmers Grain Dealers Ass'n are the Pickardville Grain Co., of Pickardville, N. D., and the Equity Co-op. Ass'n, of Conrad, Mont.

Alkabo, N. D.—The Atlantic Elvtr. Co. is moving the Kellogg Commission Co.'s elevator to its own foundation, and the Farmers Elvtr. Co. is going to erect a new elevator, the T. E. Ibberson Co. having the contract.—J. C. Cretty. [Both the Atlantic and the Farmers elevators were burned late in April, as reported in the May 10 Journal.]

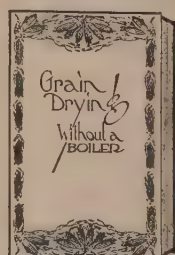
Colfax, N. D.—Clarence Hefty, mgr. and part owner of the Colfax Grain Co., while working in the engine room on Apr. 29, got his clothing caught in the large friction clutch of the engine and was seriously injured, his life doubtless being saved by the man who was working with him. Several ribs were broken and other injuries sustained.

Washburn, N. D.—The old "Soo Line elevator" has been wrecked. It used to receive grain off the river and load it into cars for shipment to the terminal market. This grain was brot down stream from a distance of over 100 miles, but the trucks evidently have taken this business to various railroad points up on the Soo Line.—John Bibesheimer.

Linton, N. D.—The Hogenon Construction Co. has been awarded the contract for the new 40,000-bu. elevator for the Farmers Elevator Co. here, to be built alongside the present plant. The new house will be 35x32 on the ground and have 20 bins, with a T cross work floor, and office 16x24, with pipe furnace in the basement. A 4-unit Emerson Cylinder Cleaner will be installed on the work floor. Winter's Worm Gear Head Drives will be installed in the cupola, connected direct to motors, and Winter's Air Lift will be used. A double Gerber Distributor will be used with steel frame and steel spouts. A Richardson Automatic Scale will be placed in the cupola. Steel boots with Winter's full floating boot pulley will be used. The roof and sides of the entire plant will be covered with galvanized iron, and when completed will represent the last word in modern country elevator construction. Work on the new plant will be started at once. A. W. Rowlee writes that feed mill equipment will be put in.



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Westhope, N. D.—Work will be started the first week in June on the private farm elevator for Chas. Brander, Westhope, N. D. The elevator will be 31x30 and will have two stands of elevators and 12 bins. It will have a Strong-Scott Air Lift, 15-h.p. Fairbanks-Morse Engine and a Carter Big 3 Cleaner. The roof and entire sides of the building will be covered with galvanized iron and it will be one of the most up-to-date and well-equipped private farm elevators in the state. The Hogenson Construction Co. has the contract.

Overly, N. D.—Work on the new elevator for the Farmers Co-op. Co. is rapidly nearing completion. It will have a capacity of 40,000 bus., 22 bins, two stands of elevators, a double Gerber Distributor with steel frame and steel spouts, Carter Big Four Cleaner, and an office 30x16 with engine room below. A 10-bu. Richardson Automatic Scale will be placed in the cupola. The entire plant will be covered with galvanized iron. Tapered roller bearing pillow blocks are used thruout and Winter's Steel Boots with full floating boot pulleys, Winter's Door Control and Winter's Pneumatic Belt Shifter. A 25-h.p. Fairbanks-Morse Engine with electric starter is being used for power. The Hogenson Construction Co. has the contract.

OHIO

Berea, O.—We are installing a Haines Mixer. The Berea Milling Co.

New Bremen, O.—My elevator here has been destroyed by fire.—H. W. Rairdon.

Frankfort, O.—H. M. Crites & Co. have the only elevator here on the B. & O. R. R.

Germantown, O.—I am installing an automatic scale and car loader.—F. S. Durr.

Orrville, O.—The Pontius Coal & Grain Co. is installing a Sidney Vertical Feed Mixer.

Laurelville, O.—The Laurelville Grain & Mill Co. has installed a belt driven Haines Feed Mixer.

Apple Creek, O.—The Wayne Farmers Supply Co. has installed a belt driven Haines Feed Mixer.

Sidney, O.—The Ginn Grain Co. has installed a hammer mill, sold by the Sidney Grain Machinery Co.

Celina, O.—The Celina Equity Exchange is adding a Sidney Vertical Feed Mixer to its equipment.

Findlay, O.—The City Roller Mills is not operating here. It is reported that the machinery has been junked.

Tippecanoe City, O.—The Tippecanoe Roller Mills are out of business and the mill is closed. H. L. Penn was the owner.

Claiborne, O.—We are going to install a feed grinder and mixer at our Claiborne elevator.—The Lenox Elvtr. Co., Richwood, O.

Yorkshire, O.—We will probably install a new hammer mill at our Yorkshire elevator in the near future.—The Buckland Milling Co.

Cridersville, O.—We are installing a Strong-Scott Pneumatic Dump bot of the Sidney Grain Machinery Co.—Reichelderfer & Graham.

West Liberty, O.—Craig's Elvtr. & Coal Yard is installing a corn cutter and grader. The Sidney Grain Machinery Co. has the contract.

Granville, O.—The Granville Co-op. Co. has taken over under lease the Granville Elvtr. & Milling Co.'s elevator.—The Granville Co-op. Co.

Eldorado, O.—A. W. S. Locke, former owner of the 18,000-bu. elevator here, died last November, and I have taken over the business.—A. V. McClure.

Kingman (Wilmington p. o.), O.—A scoop shoveler is operating here. The real elevator operator is H. W. Smith & Co., E. C. Smith being the mgr.

Washington C. H., O.—A. B. McDonald, has succeeded to the business of the firm known as McDonald & Co., which is now out of business.—C. E. Lloyd.

Cortland, O.—We are installing the following machinery in our plant: Bleaching system, wheat scourer and Carter Disc Separator.—The Richards & Evans Co.

Milton Center, O.—The Milton Center Grain & Stock Co.'s elevator which was burned several months ago will not be rebuilt.—Royce Coon Grain & Seed Co.

Waldo, O.—The only grain dealer having facilities for storing and loading grain in car load lots is the Waldo Elevator operated by Ed Bender and B. R. Klingel.

Gutman Station (St. John p. o.), O.—The Ohio Seed Co. is the successor of the Gutman Grain Co. here.—Ohio Seed Co., F. M. Metz, mgr., main office Wapakoneta, O.

Broadway, O.—A hay concern here handles no grain whatever, yet receives grain quotations. The only regular dealer here entitled to grain bids is D. D. Hershberger.

Carey, O.—The Carey Mill & Elvtr. Co. has not handled any grain since its fire of a year ago. It still sells coal, ice and some feed. However, it expects to rebuild in 1930.

Defiance, O.—We have started to move our north side elevator to the new site. We will also install an up-to-date feed mill.—The Farmers Co-op. Co., A. W. Roehrig, mgr.

Greenville, O.—The Farmers Exchange has installed a large size Rosco Oats Huller at the West Side plant, complete in every way. John Troester had the contract.—E. V. Lay, mgr.

Harrison, O.—I ship grain both in and out. Am shipping in corn by car, as we had shortage last year, also oats. We have no regular elevator for loading grain.—Schlemmer Feed Co.

Delaware, O.—There is reported to be a scoop shoveler shipper here who has no storage. The Delaware Farmers Exchange Co. operates the only elevator here. C. S. Gooding is the mgr.

Millersport, O.—A. L. Allen is no longer in the grain business and has disposed of his machinery. I have been in the grain business at this station since July 1, 1926.—W. M. Zollinger.

Lisbon, O.—The Lisbon Milling Co. has bot the 20,000-bu. line elevator formerly owned by C. W. Coffee & Co. Walter Smith is the mgr.—The I. C. Bean Co., I. C. Bean, treas. and mgr.

Buckland, O.—The Buckland Farmers Exchange Co. has re-organized under the new co-operative law of Ohio and changed its name to the Buckley Co-op. Co.—The Buckland Co-op. Co.

Monnett, O.—Three parties from Marion, O., are said to be operating at this station as scoop shovel shippers. The Monnett Elvtr. Co., C. A. Smith, mgr., operates a real elevator here.

Convoy, O.—A firm is said to be operating here shoveling grain, altho it has no grain elevator and is in the market only part of the time. The Convoy Equity Exchange Co. has the only elevator here.

Pleasant Plain, O.—The Morrow Feed & Supply Co., of Morrow, has bot out Jones & Howard here, who had two line warehouses. W. R. Howard is mgr. at Pleasant Plain.—The Morrow Feed & Supply Co.

Circleville, O.—The Dixie Mills, W. E. Lukens, proprietor, was offered for sale several weeks ago, but as only one small bid was received the mill was not sold, and Mr. Lukens still owns it.—Wade H. Cook.

Monroeville, O.—Have just installed a 20-ton Howe Ball Bearing Truck Scale. Our sidetrack has been relocated and extended to serve our new warehouse completed last November.—Monroeville Co-op. Grain Co.

Rice (Continental p. o.), O.—The old elevator here owned by Henry Mill, of Elery, which has been idle for several years, from the time service was discontinued on the Lima & Defiance Railroad, will be torn down.

Greenville, O.—We are building concrete storage tanks having a total capacity of 30,000 bus., also putting in all new elevator equipment and remodeling mill.—George O'Brien & Sons. (The contract has been let to Arthur Clemons.)

Bradford, O.—I have purchased from S. M. Loxley, of Bradford, O., his elevator, coal and feed business and take possession June 10. This is the only elevator in the town. It has a capacity of 20,000 bus.—J. R. Helman, Bloomer, Ohio.

Covington (Bloomer p. o.), O.—The J. R. Helman Grain Co. will cancel its lease on the elevator here, owned by S. J. Rudy of this place, on June 1, having bot the S. M. Loxley elevator at Bradford, O. J. R. Helman is the proprietor and mgr.

Agosta, O.—The LaRue Farmers Exchange Co., David E. Kale, general mgr., having elevators here, at LaRue and at Decliff, is the only real grain shipper in any of these towns, the others only handle a few cars during harvest and have no storage room.

Cedar Point (Sandusky p. o.), O.—The Ohio Grain Dealers Ass'n will hold its "golden anniversary" here on June 19 and 20. A fine entertainment program is being arranged, and the bathing here is the finest on the Great Lakes. So bring the wife and babies and come.

Osgood, O.—The firm of Alexander Bros. (operating a 20,000-bu. elevator) has been taken over by Andrew Alexander, junior member of the firm, sole owner, and the firm name of Alexander Bros. will be used and the business conducted the same as before.—Alexander Bros.

Caledonia, O.—It has been reported that some one attempted the "scoop shovel" business here and shipped a load of oats, altho he is neither the owner nor the operator of an elevator. He is said to be a hay shipper. J. A. Resler and A. E. Monnett Co. operate the only elevator here.

New Washington, O.—The New Washington Equity Exchange Co. has refinanced and has organized a new company, to be known as the New Washington Equity Co. The officers of the old company have been elected to office in the new company.—The New Washington Equity Co., F. M. Siefert, mgr.

Toledo, O.—The Hocking Valley Railroad is going to spend about \$6,000,000 in improvements, but does not contemplate the building of an elevator until some action has been taken with reference to the St. Lawrence Waterway. If that goes thru it probably will not build. There are no definite plans at present.

Dayton, O.—The Stewart Elvtr. & Oil Co., incorporated; capital stock, \$100,000 preferred stock authorized and 1,000 shares of non par value common stock; incorporators: J. F. Stewart, W. M. Boyer, L. W. Pool, John L. Prugh. The company operates elevators at Englewood and Brookville, O., and has its main office at Dayton, O.

Hudson, O.—The Turner Lumber & Supply Co., until recently doing business here as C. F. Turner & Co., has bot the property of the Hudson Milling Co., which includes an elevator, and will occupy both locations for the present. Stock and poultry feeds and supplies will be handled at the mill. The milling company's employees will be retained, for the present, at least.

Tiffin, O.—The Tiffin Farmers Exchange has completed installation of an electric dump and enlarged the receiving bin that will enable it to handle wheat as fast as it can be weighed. This, coupled with paving of the driveway and automatic scale installation, will eliminate delays of the past, due to farmers waiting while each load of wheat was cleaned. Cleaner during threshing time will be operated day and night if threshing returns come up to present expectations.—Tiffin Farmers Exchange.

Convoy, O.—The firm of Long & Marshall no longer exists at this point. Their elevator burned Dec. 3, 1928, and the firm dissolved following the fire. D. W. Long, senior member of the firm, still operates the Dixon house at Dixon, O. At present we are the only regular grain elevator operating at this point, and handle annually about 200,000 bus. each of corn and oats, and an average of about 40,000 bus. of wheat. We also handle a considerable amount of hay and straw. During the past 18 months we have invested about \$10,000 in additions and improvements, including a bulk distributing plant for the handling of gasoline, kerosene and oils, together with several retail pumps, a new fireproof boiler room and cob house to our elevator and a No. 3 direct connected Jay Bee Hammer Mill.—The Convoy Equity Exchange Co., Jesse A. Stemen, mgr.

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General Counsel
Chicago, Ill.

Mark-Center, O.—Mark-Center Elvtr. Co., incorporated; capital stock, \$10,000; incorporators: J. W. Baluss, Samuel L. Rice and J. W. Baluss, Jr. This plant was operated by Steifel & Levy, of Ft. Wayne, Ind., for the past six years, who leased elevator from Ed Myers, of Ney, O., owner. The plant was bot by S. L. Rice, of the Metamora Elvtr. Co., of Metamora, O., and myself, of Mishawaka, Ind., in March, when we organized the above company and are now operating under that name.—Mark-Center Elvtr. Co., J. W. Baluss, pres. and general mgr.

Williamstown, O.—We bot this place and started going a year ago the first of March, and by hard work, good service and good merchandise have built up a nice business. I have installed electric power to replace the old gasoline engine and moved the buildings together into one unit, making a very convenient warehouse. Our grinding and feed business is steadily growing and the farmers appreciate the livestock shipping advantages which we offer. We are looking forward to a good year for elevator and feed men.—Williamstown Exchange, C. B. Hammond, prop.

OKLAHOMA

Chickasha, Okla.—M. E. Humphrey is a nominee for director of the Chamber of Commerce.

Morrison, Okla.—The Farmers Trading Ass'n now has the framework of its new elevator about up.

Blackwell, Okla.—The Deer Creek Elvtr. Co.'s roof and office were badly damaged by a recent windstorm.

Bessie, Okla.—The Wheeler Grain Co. has installed an air blast grain cleaner in the elevator cupola.

Seminole, Okla.—The Thompson Feed Co. has been admitted to membership in the Seminole Chamber of Commerce.

Texhoma, Okla.—The Wheat Growers Ass'n is reported to be planning the erection of a 50,000-bu. elevator here.

Mulhall, Okla.—We hope to install a hammer mill in our local elevator this fall.—J. L. Blaney, agt., Ponca City Milling Co.

Weatherford, Okla.—A grain cleaner and dust collector have been installed in the cupola of the local Wheeler Grain Co.'s elevator.

Deer Creek, Okla.—The Deer Creek Wheat Growers Ass'n's elevator is installing a new truck dump.—W. L. Davis, mgr., Larabee Flour Mills Corp. elevator.

Piper Spur (Okeene p. o.), Okla.—We are putting in a new truck and wagon scale at our elevator at Piper Spur, near Okeene.—Farmers Union Co-op. Exchange.

Ingersoll, Okla.—The Pool Elvtr. Corp., a subsidiary of the Oklahoma Wheat Growers Ass'n, has signed a contract for the purchase of F. W. Benson's elevator here.

Cherokee, Okla.—The Pool Elvtr. Corp., a subsidiary of the Oklahoma Wheat Growers Ass'n, has contracted for the purchase of the Farmers Elvtr. Co.'s elevator here.

Beaver, Okla.—It is rumored that Beaver is to have a farmers elevator, that a site has been contracted for, a large part of the money raised and that the elevator is practically assured.

Kingfisher, Okla.—The Oklahoma Mill Co.'s property here, operated under lease by the Bob White Flour Mills, is to be sold at public auction on May 27, to satisfy a judgment in favor of first mortgage holders.

Guymon, Okla.—The Security Elvtr. Co., of Hutchinson, Kan., recently purchased a Kelso Pneumatic Grain Cleaner and Car Loader from the Bel-Kel Mfg. Co. for installation in its elevator here, in order to increase the loading capacity.

Enid, Okla.—J. N. McLaughlin replaces M. A. Keith as manager of the grain department of the Enid Milling Co., the change having been effected May 1. Mr. Keith is now in charge of the Hutchinson, Kan., office of the Red Star Milling Co.

Rosston, Okla.—We have installed a Clow-Winter Drive with 10-h.p. motor, also a new 10-bu. Richardson Scale. We are building a new 15,000-bu. iron clad elevator, with all new equipment. Frank Dyer has the contract for labor and machinery.—Farmers Elvtr. Co., R. E. Bell, mgr.

Oklahoma City, Okla.—The Superior Feed Mills have taken over the Belt Mill & Grain Co.'s plant here, and the Belt mill will be converted into a meal manufacturing unit of the Superior mill. Improvements are contemplated for the consolidated plant.

Coalgate, Okla.—The Coalgate Milling Co. is razing its old buildings and will replace them with larger ones, the new warehouse to be 120x32 feet. F. T. Stalder is the local mgr. The company operates 12 mills and elevators in this state, with headquarters at Shawnee.

Texhoma, Okla.—Work on the D. T. Wadley Grain Co.'s 100,000-bu. concrete elevator being erected on the Texas side is being carried on night and day. The concrete had been carried up as high as the bins will go early in May, but the cupola was not completed. The entire height will be over 120 feet. The deepest part of the basement is 33 feet below the ground floor.

Oklahoma City, Okla.—Group meetings of the Oklahoma Grain Dealers Ass'n will be held evenings at 8:00 p. m. at the following places and dates: Frederick, June 3; Hobart, 4th; Clifton, 5th; Woodward, 6th; Forgan, 7th; Alva, 8th; Ponca City, 10th; Okeene, 11th; Watonga, 12th, and El Reno, 13th. All elevator operators will be welcome. Members will be fined for non-attendance. Come and bring your best smile.

PACIFIC NORTHWEST

Spokane, Wash.—The Pacific Northwest Grain Dealers Ass'n will hold its annual convention in this city on June 14 and 15.

Lewiston, Ida.—The Vollmer-Clearwater Co.'s warehouse on the Camas Prairie is being remodeled to handle bulk grain.—Walter Thomas.

Ritzville, Wash.—The 125,000-bu. concrete elevator under construction here for the Ritzville Flouring Mills, as reported in the Apr. 25 Journal, is being built by Alloway & Georg.

Woodland, Wash.—E. F. Burlingham, local mgr. of the Washington Co-op. Egg & Poultry Ass'n, has given up that position and after taking a rest will go into business for himself.

Adams, Ore.—Both the F. S. Curl and the L. L. Rogers elevators are having 30,000-bu. additions made to them that will increase the total grain storage capacity of each to nearly 100,000 bu.

Dayton, Wash.—We are building another 65,000-bu. elevator here this season, making a total of six elevators (thruout the county), having a storage capacity of bulk and sack grain combined of over 1,000,000 bu.—Whetstone Turner Warehouse Co., J. A. Hubbard, mgr.

Winchester, Ida.—I have purchased the interest of A. R. Hart in the firm of McClarin & Hart Warehouse Co. and will operate under the firm name of McClarin Grain Co. Will build a 30,000-bu. elevator at Winchester, contract to J. H. Adams.—E. W. McClarin.

Tacoma, Wash.—The Tacoma Grain Co. plans the erection of a 7-story flour warehouse and office building here on the waterfront, which will give the company a capacity of 500,000 sacks and will enable it to give up its present overflow storage space. The building will be of wood construction.

Portland, Ore.—J. R. O'Connor, formerly associated with the Portland Flouring Mills Co. and the Crown Mills, has bot the flour and wheat business in the Board of Trade Building formerly conducted by Erwin A. Taft, who has become connected with the Northwestern Mutual Life Insurance Co. here.

Athens, Ore.—Our elevator enlargement here is about 125,000 bu., making our total about 285,000 bu. capacity. The new addition is very near completion at present. It is of cribbing construction, to be covered with steel sheathing. The dimensions are 58-4x42 feet. The height to the eaves of the bins is 57 feet.—The Farmers Grain Elvtr. Co.

The Dalles, Ore.—The Dalles Co-op. Union's elevator has been leased for a 10-year term by R. P. Darnielle, formerly of Goldendale, and N. J. Blydenstein, of Portland. A 2-story warehouse, 40x44 feet, is being erected, the second floor of which will be used for the storage of sacked grain, and the first floor as a salesroom for farm implements and tractors. J. Thomsen has the contract for the construction of the warehouse, where both a grain buying and storage and implement sale business will be conducted by the new owners.

Seattle, Wash.—Referring to construction of a 1,000,000-bu. grain elevator, please be advised that the Port of Seattle is not constructing a grain elevator at this time; altho the plans are completed for the construction of such an elevator, it is very doubtful at this time when this elevator will be built.—Port of Seattle, H. W. Davies, ass't sec'y. [The last issue of the Journal quoted a port commissioner as saying that such an elevator would be built next spring if the Interstate Commerce Commission upheld the abolition of the Portland differential.]

Portland, Ore.—E. S. Johnston, who has been identified with the grain trade in the Pacific Northwest for many years, formerly with the I. C. Sanford Grain Co., also having been associated with the Northern Grain & Warehouse Co. and with Strauss & Co., Inc., has been chosen mgr. of the Portland grain futures market, which hopes to be able to open on or about June 1. The hours of the market will be from 7:30 to 11:20 a. m., Saturdays closing at 10; during the summer the market will open an hour earlier to conform to daylight saving time. Remodeling of the interior of the Merchants Exchange is now going on for the accommodation of the Portland Grain Exchange, as the new futures department is called.

Genesee, Ida.—Regarding construction of additional elevator space here, the concrete work was started on Apr. 22 and will be completed by July 1. There will be four concrete tanks and interstice, 100 feet high, and head house 32 feet additional. These tanks will be used for storage and will be connected by spout to our present elevators. The equipment to be installed in the new elevator will be a dump, distributing spout and Fairbanks-Morse Motors. When completed we shall have a total elevator capacity of 435,000 bu. and 175,000 bu. warehouse space for sacked grain.—Genesee Union Warehouse Co., Frank Hoorman, mgr. [Another report regarding this plant comes from Walter Thomas and says that its units are located about a mile apart. At the East End it has a wooden structure of about 100,000 bu. capacity and a concrete one of about 125,000 bu. At the West End it has two wooden structures of 40,000 and 60,000 bu. capacity, and now this new concrete addition. The recent burning of the old C. E. Wood elevator gives this company a monopoly of the bulk grain field.]

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Seattle, Wash.—We have let a contract to Teufel & Carlson to erect a 1,500,000-bu. bulk storage addition to our plant. This addition will be constructed of reinforced concrete and will contain a very fine head house equipped with complete machinery for handling grain. In addition to the elevator and head house there will be a very complete shipping gallery for handling bulk wheat for export. There will also be an addition to our present dock facilities for about 500,000 bus. of sacked grain, with complete facilities for export. Our dock facilities will accommodate two of the largest ships on the Pacific Ocean simultaneously. With this addition, our bulk storage at the Seattle plant will be a total of over 2,500,000 bus.—Fisher Flouring Mills Co., by O. W. Fisher, treas. and asst gen. mgr.

PENNSYLVANIA

Mifflinburg, Pa.—The Mifflinburg Milling Co., incorporated; to deal in flour, feed, seed, grain and other commodities.

Brooke's Mills, Pa.—Henry H. Delozier's flour mill here burned recently; loss, \$25,000. The mill was built half a century ago. Mr. Delozier plans the erection of a new plant as soon as possible.

Philadelphia, Pa.—Winfred A. Landes, grain and feed dealer of Collegeville, Pa., is an applicant for membership in the Commercial Exchange, also Earle F. McKay and William H. Hahn.

Shippensburg, Pa.—The Western Maryland Elvtr., A. L. Heckman, proprietor, has installed a power chopper and mixer. Mr. Heckman has been in the grain and elevator business for 23 years.

SOUTH DAKOTA

Graton, S. D.—The Ferney Farmers Co-op. Elvtr. Co. has built an iron clad coal shed that will be operated in connection with its plant at this station.

Andover, S. D.—The South Dakota Wheat Growers Ass'n has bot the Johnson Co.'s elevator here, the purchase including the land also.

Wakpala, S. D.—The Potter, Garrick Grain Co., of Webster, S. D., has purchased the elevator here formerly operated under the name of the Wakpala Grain Co.

Belle Fourche, S. D.—Edward Gronert, formerly general mgr. for the Tri-State Milling Co. at Sturgis, S. D., now has a similar position with the company at this place.

Wall, S. D.—A new elevator of 18,000-bu. capacity will be erected by the Tri-State Milling Co. adjacent to an elevator the company now owns and will give them a total capacity of 25,000 bus.—Art Torkelson, with Lamson Bros. & Co.

Sturgis, S. D.—John D. Earley, who has been employed by the Tri-State Milling Co. for many years, has been promoted to the position of general mgr., succeeding Edward Gronert, who has been transferred to Belle Fourche in a similar position for the Tri-State Co.

Aurora, S. D.—The Potter, Garrick Grain Co., of Webster, S. D., which has owned and operated an elevator here for 14 years, operating as the Aurora Grain Co., recently bot the elevator and fuel business here from the Aurora Farmers Elvtr. Co. and will consolidate the two businesses.

Newark, S. D.—The Farmers elevator, which has been in the hands of a receiver for a short time to settle the question of management, has recently been bot by Frank Farrar, John and Will Risenweber and Fred Rusch, all of whom were connected with the elevator under the former ownership. Frank Farrar, former mgr. of the elevator, is again in charge.

Utica, S. D.—J. J. Mullaney, of Sioux City, Ia., has just finished installing lightning rods on his elevators at the following South Dakota towns: Utica, Lesterville, Wagner, Avon, Elk Point, Vermillion, Canistota, Canova, Beresford and Harrisburg. He also installed across-the-line switches at the elevators at Utica, Harrisburg, Canova, Elk Point, Beresford and Lesterville.

TENNESSEE

Nashville, Tenn.—A small branch feed store of Patterson Bros., mill and elevator operators of this city, burned recently; loss, less than \$1,000.

Memphis, Tenn.—The Merchants Exchange has a waiting list notwithstanding the fact that its limit of membership was raised by 25 after trading was started in cottonseed and cottonseed meal futures.

Memphis, Tenn.—Recent new members of the Merchants Exchange are as follows: J. M. Samson & Co. and Louis Tobian & Co., both of Dallas, Tex.; J. A. Price, Ray Meriqua and the Ward Feed Co., all of Memphis.

TEXAS

Morris (Luther p. o.), Tex.—The McClellan Grain Co. is building an elevator here.

Amarillo, Tex.—The Pillsbury Flour Mills are preparing to open a wheat buying office here.

Amarillo, Tex.—A. J. Mayfield has become associated with the Kenyon Grain & Seed Co.

Silverton, Tex.—The Graham Elvtr. Co. is erecting a new office building of brick and concrete.

Amarillo, Tex.—The Martin-Lane Grain Co. will re-open its office here June 1. Its headquarters are at Vernon.

Bernstein, Tex. (not p. o.)—A 25,000-bu. studded elevator is being built here for McClellan Grain Co. by the Star Engineering Co.

Hitchline, Tex. (not p. o.)—New elevators are being built here by the Hitch Grain Co., by the Guymon Equity Exchange, and by Ewing & King.

Hart, Tex.—The Hart Elvtr. Co., incorporated; capital stock, \$15,000; incorporators: John W. Elliott, D. M. Cogdell and D. M. Cogdell, Jr.

Spearman, Tex.—The R. L. McClellan Grain Co. will install a Winter Head Drive, high speed buckets and a 10-bu. Richardson Automatic Scale.

[Continued on page 670.]

A REAL HESS DRIER AND NO BOILER REQUIRED

Hess Direct Heat Driers

Simple To Install
Simple To Operate

Automatic Temperature Regulation

Also

Hess Steam Heat Driers

Let us plan a grain drying plant for you.

HESS WARMING & VENTILATING CO.

1207 SOUTH WESTERN AVENUE
CHICAGO, ILLINOIS

HESS DRIER COMPANY OF CANADA, LTD.
68 Higgins Avenue, Winnipeg, Manitoba



HESS DIRECT HEAT DRIER

J. J. Mullaney Grain Company
Sioux City, Iowa

Field Seeds

SEATTLE, WASH.—The name of the Boyce Seed Co. has been changed to Washington Seed Co.

LOUISVILLE, KY.—John R. Watts & Son have purchased the grain elevator and storage plant of Henry Fruechtenicht.

CHATTANOOGA, TENN.—The annual meeting of the Southern Seedsmen's Ass'n will be held June 20 to 22 in the Signal Mountain Inn.

WASHINGTON, D. C.—Pres. Hoover has announced an increase in the tariff on flaxseed from 40 to 56c per bushel, effective 30 days from May 14.

DES MOINES, IA.—The Iowa Seed Dealers Ass'n will hold its annual convention here at the Hotel Savoy in the Chamber of Commerce rooms on June 4.

VERMONT, ILL.—The Gold Bond Seed Co. is now making arrangements to rebuild its plant that burned five months ago, the insurance money having been received.

ST. PAUL, MINN.—The amendment to the pure seed law approved by the governor provides that the label shall state the number of weed seeds per pound and their kind, when the number exceeds 10 to the pound. If less than 10 their presence is to be denoted by the word "trace" on the label together with the names of the primary noxious weed seeds contained.

SACRAMENTO, CAL.—Senate Bill No. 12, which was opposed by the seedsmen, has been defeated. It would have nullified the disclaimer clause and set up a commission to arbitrate differences between seedsmen and their customers. Credits for the failure of this obnoxious measure to pass, falling short 3 votes, is due to the Pacific States Seedsmen's Ass'n, who employed an able attorney, Chas. H. Brennan, to expose its interference with the legitimate functions of contracts and courts.

Directory

Grass and Field Seed Dealers AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.

Kellogg Seed Co., John L., field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.

Minneapolis Seed Co., field seed merchants.

ST. JOSEPH, MO.

Mitchell Seed Co., wholesale field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.

CHICAGO, ILL.—While the program for the 21st annual convention of the Farm Seed Ass'n of North America is not complete, three speakers already have been engaged: Chas. J. Brand, executive sec'y of the National Fertilizer Ass'n; Chester Leasure, of the Nation's Business, and Professor H. C. Rather of the University of Michigan. The meeting will be at the Hotel Sherman, Chicago, June 24 and 25.

Toledo Seed Rules.

All clover, alsike and timothy seed delivered on contract shall be of new crop seed.

All clover seed shall be domestic grown. Oregon seed cannot be delivered on Toledo prime contracts.

Seed of clover, alsike and timothy can be traded in 25 and 50 bag lots.

There can be two grades of clover traded in. One grade shall be known as Toledo choice prime, the other grade shall be known as Toledo contract prime.

Toledo Choice Prime Seed shall be of good color, dry, sound and reasonably clean, shall be evenly bulked and put in standard 16 ounce bags, which must be sound and well sewed.

Purity of the seed shall be at least 99.50%. Germination shall be normal. Dodder contents shall not be greater than 1 dodder in every 50 grams of seed. Buckhorn contents shall not be greater than 1 buckhorn in every 5 grams of seed. Shall not contain in excess of 20/100 of 1% of weed seeds. Shall not contain in excess of 20/100 of 1% of any one variety of crop seed.

Toledo Contract Prime Seed shall be of fair color. Dodder contents shall not be greater than 1 dodder in every 50 grams of seed. Buckhorn contents shall not be greater than 5 buckhorn in every 5 grams of seed. Purity shall not be lower than 99.15% with normal germination. Shall not contain in excess of 35/100 of weed seed. Shall not contain in excess of 40/100 total crop seed or 35/100 of any one variety of crop seed.

Prime Alsike to be evenly bulked. Bags to be sound and well sewed. To be fair color, dry, sound, reasonably clean and only slightly mixed with brown. Purity shall not be lower than 98.75%, with normal germination. Shall not contain in excess of 1/4 of 1% of red clover, alfalfa, timothy, sweet clover, and white clover, nor more than 1/4 of 1% of any one variety of the above seeds, with the exception of white clover. Shall not contain in excess of 1% of weed seeds and inert matter. Contents of weed seeds shall not be in excess of 1/4 of 1% of any one variety.

Prime Timothy. To be evenly bulked. Bags to be sound and well sewed. To be fair color, dry, sound and reasonably clean. Purity shall not be lower than 99.50% and normal germination. Weed seed contents shall not be in excess of 1/4 of 1% nor in excess of one-tenth percent of any one variety. Hulled seed contents shall not be in excess of 35%.

The average weight of the bags, clover and alsike, in the 25 or 50 bag lots shall not be less than 151 lbs. gross or more than 158 lbs. gross per bag. Average weight of timothy 125 lbs. to 135 lbs. per bag.

Imports and Exports of Seeds.

Imports and exports of seeds for March, compared with March, 1928, and the three months ending with March, are reported by the Bureau of Foreign and Domestic Commerce, in pounds, as follows:

	IMPORTS		3 mos. ending March	
	1929	1928	1929	1928
Alfalfa	101,119	52,535	789,757	168,156
Red clover	1,690,313	723,412	4,480,168	3,981,245
Alsike	1,218,227	1,450,184	3,057,510	3,453,665
Crimson clover	97,590	21,890	284,199	52,222
Other clover	670,977	1,332,322	2,726,338	3,175,023
Vetch	64,638	712,707	483,116	1,074,182
Other gr. seeds	625,064	598,087	2,210,621	1,953,119
EXPORTS				
Alfalfa	67,602	54,674	172,763	193,238
Red clover	41,059	83,734	110,442	269,581
Other clover	30,745	26,924	105,363	190,688
Timothy	1,193,159	2,185,036	2,801,871	6,210,162
Other gr. seeds	505,350	173,276	1,916,820	1,286,908
Other field sds.	735,567	142,939	1,249,687	1,077,006

Radical Changes in Toledo Prime Rules.

As every one knows, clover seed dealers and growers have struggled thru a series of disastrous and difficult years. For five years in succession the local grown clover has been insufficient to satisfy the demand in the middle west. The gap between supply and demand has been filled in part by the use of substitute crops, in part by clover and from many different regions. Some of this seed is fairly well adapted to local conditions, some not at all. Probably none of it is equal to the best local grown seed.

Along with the difficulties due to short crops, has grown another set of problems. Intensive education has inculcated in the farmer a praiseworthy desire to plant only the best seed. Seed laws have been tightened, state seed laboratories are increasingly active, and seed which five years ago would have been highly regarded, is today looked on with disfavor.

It is this set of problems that the Toledo Produce Exchange, along with all other markets, all other dealers, has been compelled to face. The Exchange has done its best, amidst shifting conditions, to make Toledo prime representative of the best in clover seed. Its best has sometimes been exposed to criticism. This criticism has not been wholly earned. It has happened that an unfavorable attitude toward seed from certain regions has developed in the middle of a trading year, when it was impossible to change the prime rules. The intensive campaign in certain states against buckhorn only started in the middle of the past season.

It is the desire of the Toledo Produce Exchange to keep ahead of the procession, not to be a reluctant follower. With that idea in view the new prime rules were formulated.

To be noted are the following facts: There are now two grades of prime clover. Toledo Choice Prime is 99.50 pure, of bright color, allows only one dodder in fifty grams, and only one buckhorn in five grams. This will be a very superior quality of seed indeed, and should easily pass muster, even in states whose laws are strictest. Toledo Contract Prime is 99.15 pure, allows only one dodder in fifty grams, and only five buckhorn in five grams. Here again is a buckhorn limitation, something new in prime rules.

In neither of these grades can foreign seed or seed from Oregon be used. The dealer, and the grower, will have absolute assurance that when he buys Toledo prime seed, he is buying the seed best suited to local conditions, and that the seed he buys will satisfy the state enforcement authorities.

An experiment is being tried at Toledo. It may be that in another year a further modification of these rules may be necessary. Experience will demonstrate whether this will be the case. It is believed this experience will place Toledo Prime where it belongs, as the best seed to be purchased anywhere.

Seed Verification Conference June 26.

The U. S. Dept. of Agriculture invites those who are considering joining the seed verification service to attend a conference to be held June 26 at 9:30 a. m. in the Hotel Sherman at Chicago, Ill. Seed dealers who already are enrolled are privileged to attend.

Scheduled for discussion are the reinstatement of red clover in the service, what other seed might be covered to advantage, form and use of the verified-origin tag, advertising the service and issuance of certificates of origin to dealers who are not enlisted in the seed verification service.

A Grain Futures market is to be opened on the Produce Exchange of Stettin, Germany.

Supply Trade

MINOT, N. D.—We are no longer in the grain elevator construction business.—Western Improvement Co.

SASKATOON, SASK.—The Canadian Fairbanks-Morse Co., Ltd., has opened an office and warehouse in this city to be in better position to take care of the rapidly increasing business in this section. J. L. Walker will be in charge.

ST. LOUIS, MO.—Walter A. Zelnicker Supply Co. has ready for distribution its new bulletin No. 383. This bulletin contains a very extensive list of new and used machinery. A copy of the bulletin will be sent Journal readers who write requesting it.

PHILADELPHIA, PA.—Neil Currie, Jr., for the past five years managing engineer of the motor department of the Pittsfield Works of the General Electric Co., has been named manager of the Philadelphia Works of the company. R. V. Good has been named Mr. Currie's assistant.

MINNEAPOLIS, MINN.—J. L. Willford, prominent in the milling machinery business for over 50 years, died May 14. Mr. Willford came to Minneapolis in 1871 and two years later became a partner in the firm of Willford, Rimers & Gillmore. In 1879 he formed a partnership with W. P. Northway under the firm name of Willford & Northway, manufacturers of milling machinery.

PORTLAND, ORE.—Fred M. Wood, since 1922 western sales manager for J. B. Sedberry, Inc., passed away in this city April 1st. Mr. Wood has long been recognized as a leader in the grain elevator, milling and farm machinery business, and enjoyed an enviable reputation for fair and square dealing. Mr. Wood was a brother of John J. Wood of the Jay Bee Sales Co., Omaha and Kansas City.

MILWAUKEE, WIS.—The Allis-Chalmers Mfg. Co. report for the first quarter of 1929 booked business amounting to \$13,260,192, a new record for a three months period and 58% greater than in the same period of 1928. Unfilled orders on March 31, totalling \$12,998,553 have been exceeded only once, while net earnings of \$3.54 per share during the first quarter of 1929 mark a new high record.

MARION, O.—Haines Feed Mixers have been installed by the following: W. D. Hatch, Holley, N. Y.; H. W. Brooks, Salt Point, N. Y.; H. S. Wright, Clinton Corners, N. Y.; F. C. Johnson, Red Granite, Wis.; W. H. Reid, Plano, Ill.; H. Nagel & Sons, Cincinnati, O.; Whinrey Mfg. Co., Caplinger Mills, Mo.; Frasco & Cavallo, Vineland, N. J.; Home Lbr. Co., Crawfordsville, Ia.; Lamoni Mfg. Co., Lamoni, Ia.; Alpine Mills, Alpine, N. Y.; C. A. Culver, Aurora, N. Y.; A. Wilson, St. Croix Falls, Wis.

CEDAR RAPIDS, IA.—The Quaker Oats Co. on May 22 was awarded the decision in a case brought against it by the Link Belt Co. of Chicago. The Chicago firm alleged that car dumpers installed by the Quaker Oats Co. nineteen months ago are an infringement on a patent it holds. Judge George C. Scott of Sioux City, to whom the case was submitted after argument on April 5, decided in favor of the local firm. Judge Scott in his decree granted the Quaker Oats Co. the right to regain the costs of the suit in addition to dismissing it. The judge decreed that the dumper used by the Quaker Oats is no infringement of the patent issued to E. H. Kidder June 4, 1918, and later sold to the Link Belt Co., which sued to enjoin the cereal company from using the dumper and to recover damages. During the trial attorneys for the Quaker Oats Co. pointed out that the device being used by the cereal company was patented by Henry Richardson of the Richardson Engi-

neering Co., Clifton, N. J., after fifteen years of work.

The Grain Rate Reductions.

Eastern and Western roads on May 21 were authorized by the Interstate Commerce Commission to reduce rates on export wheat and wheat flour, as requested.

A number of Western roads on May 15 filed complaint asking a suspension of the Kansas City Southern's reduced rates on wheat and wheat products from Kansas City to Gulf Ports.

A 2-cent reduction, from 8.6 to 6.6c in the rate on wheat from Georgian Bay ports to Montreal, effective May 13, has been made by the railroads to meet the reduction by the United States roads from Buffalo, for export only. The Buffalo-New York rate was reduced from 9.1 to 7.1c.

The Inland Waterways Corporation of the United States Government has been authorized by Jas. W. Good, sec'y of war, to make a 33½ per cent reduction in rates on export wheat, effective from May 15 to Sept. 30 to meet the rail cut. The new barge line rates will be 10c a hundred pounds to New Orleans from St. Paul-Minneapolis; 9.7c from Burlington, Ia.; 13.5c from Kansas City and Omaha, 6c from St. Louis and 4.5c from Cairo, Ill.

The Missouri Pacific, effective May 29, will reduce rates on corn from points on the central branch to Colorado common points from 35c to 33c. Rates affected by the tariff supplement apply from stations Lincoln, and Crete, Neb., Irving, Kas., to and including Prosser, Neb., and Burr Oak, Kas., via Kansas City. From stations west of Jamestown to Lenora and Stockton, inclusive, the rates apply via Beloit, Union Pacific, Salina and Missouri Pacific and not via Kansas City.

Western roads made application to the Interstate Commerce Commission May 9 for permission to put into effect on one day's notice emergency reductions in rates on wheat and wheat flour shipped to Rio Grande crossings for export, and to the Gulf of Mexico. Regarding this the transportation department of the Kansas City Board of Trade says: "The proposed reduction in export rates will apply on grain in storage at Kansas City as well as at interior storage points like Hutchinson and Wichita. This means that on lines like the Santa Fe or Missouri Pacific, where transit is allowed at Kansas City on the tonnage in store here, 11½ cents will be deducted from the present balances. The above arrangement applies only on grain to the Gulf ports and Rio Grande crossings. Reduced flat rates only will apply eastbound on grain going through the Atlantic ports. There has been no change in the amount of reductions previously stated except that it is now proposed to make the rate on wheat from East St. Louis 21 cents to New York and 19½ cents to Baltimore. We are also advised that the same amount of reductions will be made on flour as on wheat to the Atlantic ports."

Trondhjem, Norway.—A warehouse with a capacity for 4,000 tons of grain will be built by the grain and flour monopoly.

FIRE



can quickly consume your buginess, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.
Carbondale, Penn.

Grain Carriers

FREIGHT cars in need of repair on Apr. 15 numbered 142,174, against 139,538 on Apr. 1.

LOADINGS of grain and grain products for the week ended May 4 were 38,744, or 1,831 cars less than a year ago.

CONTINENTAL, O.—Shipped 172 cars of grain. Only two leaked. Filed two claims, collected both of them in full.—Continental Equity Exchange Co.

MONTREAL, QUE.—Extension of harbor facilities is provided for by an appropriation of \$10,000,000 in a loan granted by the House of Commons in a bill just passed.

FORT WORTH, TEX.—The 100 miles of road to be built by the Burlington from Childress to Pampa in West Texas as reported in May 10 number will be known as the Fort Worth & Denver Northern.

SAVING in cost of transportation by means of the enlarged Welland Canal is \$1,000,000, but the costs and annual charges are \$7,400,000, so that the Canadian people will lose \$6,400,000 annually. To make it a paying investment it is necessary to improve the St. Lawrence, the annual charges on which would be only \$8,500,000, against a greater saving in transportation costs amounting on Canadian traffic alone to \$15,000,000.

THOMAS F. FARRELL, Commissioner of Canals and Waterways in New York, announces that, in accordance with the appeal made by the President to the railroad and other agencies involved in the handling of export wheat, the State of New York, to do its share in expediting the movement, has eliminated the half cent a bushel charge for elevation at both the Oswego and Gowanus Bay elevators during the period of the emergency.

Of 624 carloads of wheat inspected at Seattle during March, 517 tested No. 1, 238 No. 2, 42 No. 3, 8 No. 4, 5 No. 5, and 76 were smutty. At Tacoma, out of 581 cars, 375 went No. 1, 175 No. 2, 26 No. 3, 2 No. 4, 3 No. 5, and 72 were smutty.

Pneumatic Ship Loading in Australia.

An air blast apparatus, which is being used for the first time in Australia, is capable of loading 400 tons of wheat an hour, tho its work is limited by the delivery capacity, 210 tons an hour, of each chute from the elevator.

The machine consists of a subsidiary chute to convey the wheat from the elevator chute to the hold of the vessel, and a 40-h.p. motor to generate a forced blast of air. The latter is conveyed through a second pipe to the hold, where the wheat is discharged with great force in any direction desired.

The motor is mounted on a small turntable, which may be operated by the electrician in charge. Two men are required to attend to the elevator delivery chute, and the three men, it is claimed, can do the work formerly performed by 20 or 30 trimmers. The cost of loading by the new method is roughly 10/- an hour, according to claims.

The machine is the invention of an Australian wharf laborer.

In a test in one of the holds at White Bay, Sydney, the self-trimmer poured wheat into the bunkers at the rate of 200 tons an hour. So powerful was the blast generated that the grain was said to be flung fully 60 feet from the outlet. A few turns of the machinery above sufficed to distribute it evenly all over the hold.

For more rapid loading it is proposed to place three motors on each hatch. They will each be fed by one delivery chute from the elevator and thus have a combined capacity of 600 tons an hour.

Feedstuffs

BUFFALO, N. Y.—The Jacob Dold Packing Co. has remodeled its tankage plant.

TORONTO, ONT.—A feed plant will be opened here by the Brooks Elevator Co., of Minneapolis, Minn.

CIRCLEVILLE, O.—The idle corn mill of the Circleville Milling Co. has been auctioned off for \$10,000.

YOAKUM, TEX.—S. A. Carnes & Son have installed equipment for the manufacture of 5 cars daily of chick feeds.

NIWOT, COLO.—The Denver Alfalfa Milling & Products Co. lost 1,000 tons of alfalfa meal by fire, insured.

OKLAHOMA CITY, OKLA.—A mixed feed plant will be erected by the Durant Peanut Co. on land recently purchased.

OKLAHOMA CITY, OKLA.—The Superior Food Mills will convert into a cereal mill the plant purchased of the Belt Mill & Grain Co.

TORONTO, ONT.—Five to 10 carloads a day of dairy, poultry, hog, cattle feed are to be turned out daily by the Toronto Elevators, Ltd., at its new plant.

LEWISBURG, TENN.—The Marshall County Feed Co. has been incorporated by J. M. Brandon and others with \$5,000 capital stock to do a general feed business.

MINNEAPOLIS, MINN.—The Unity Mill Service Co. has been incorporated with \$100,000 capital stock by H. B. Smith and others to erect and operate feed and cereal mills.

MINNEAPOLIS, MINN.—Alex and Jos. Sinaiko and Samuel H. Maslon, who operate a feed mill and do a jobbing business in mill-feed, have organized the Minnesota Feed Co., with \$50,000 capital stock.

FRENCH LICK, IND.—A spring conference of the Southern Mixed Feed Manufacturers Ass'n will be held here June 4 at the time of the annual meeting of the American Feed Manufacturers Ass'n.

NEW ORLEANS, LA.—Harry Hodgson, Athens, Ga., was elected pres., W. A. Sherman, Houston, Tex., 1st vice pres., and Geo. H. Bennett, Dallas, Tex., sec'y-treas. of the Interstate Cotton Seed Crushers Ass'n at its convention May 17.

THE BIG CONVENTION of the year for those interested in the manufacture of feed is that of the American Feed Manufacturers Ass'n at French Lick, Ind., June 6 to 8, the program of which was published on page 601 of May 10 number.

BUFFALO, N. Y.—The contract for the new feed plant referred to in this column May 10 has been let by the Producers Elevator & Warehouse Co. to the M. A. Long Co. Facilities will be provided for the manufacture of scratch, mash and dairy feeds.

SEATTLE, WASH.—H. P. Chapman, for 25 years with the Chas. H. Lilly Co., has organized Soya Millers, Inc., with \$50,000 capital stock, to make soya bean flour, which is used for production of glue. The plant is located at 45 Broad Street. As pres. and general manager Mr. Chapman will also direct a general grain, flour and feed business, domestic and export. He is sec'y and treas. of the Merchants Exchange, and a director of the Marine State Bank.

CENTRAL CITY, NEB.—Hord Alfalfa Mill Co. is the new name of the T. B. Hord Alfalfa Meal Co., and the new manager is H. E. Miller, who until three months ago was

the head of the Kearney Molasses Feed Mill Co., and who has brot with him as head miller Geo. DeBrunner. A large additional molasses tank will be erected, and molasses will be sold by the barrel to farmers if they want to try their own mixing. A complete line of feeds will be manufactured, the output being 4 or 5 carloads a day.

SEATTLE, WASH.—The Fischer Flouring Mills are engaging extensively in the retail feed business of the southwestern portion of the state. Thru incorporating and establishing local concerns at strategic points, the parent company expects to provide a broad outlet for its feed products. The Midway Feed Co. of Centralia, the Napavine Feed Co. of Napavine, and the Elma Feed Co. of Elma, were lately incorporated by E. Brandenburg, R. M. Adams and A. C. Pelissier. Also, Coudson Bros., thriving feed business at Napavine, was also acquired.

MILK POWDER in the new tariff schedule is given a protection of $4\frac{1}{4}$ cents per pound. Dried skim milk powder is given $1\frac{1}{2}$ cents per pound. Inasmuch as 12 pounds of whole milk powder can be secured from 100 pounds of whole milk, the protection here is equal to 52 cents per 100 pounds of whole milk. Inasmuch as $8\frac{1}{2}$ pounds of skim milk powder can be secured from 100 pounds of skim milk, the protection here is equal to $12\frac{3}{4}$ cents per 100 pounds of skim milk, which is not enough. The manufacture of powdered milk is a new and growing industry in the United States, and approximately six million pounds is imported from foreign countries per annum.

Millfeed Futures at St. Louis.

Members of the St. Louis Merchants Exchange will vote May 29 upon the proposition to establish rules for trading in millfeed futures.

The unit of trade is to be 100 tons, lesser quantities in multiples of 25 tons shall be considered job lots. The commission charge for the purchase or sale, in 100-ton lots, will be 15c per ton, or \$15 per 100 tons round trade. The charge for job lots will be 20c per ton, or \$20 per 100 tons round trade.

When deliveries of contracts are made in any current month for which they are sold, the seller must deliver to the buyer shipper's order negotiable Bs/L covering the millfeed to be delivered, and billed to St. Louis or East St. Louis, endorsed by the shipper, and also endorsed in blank by the member, firm or corporation making the delivery. Where shipper's order Bs/L can not be furnished, delivery may be made on dray tickets, railroad receipts or flat Bs/L, in which case the buyer shall deposit a certified check for the full value of the millfeed with the sec'y of the Merchants' Exchange, to be held by him until the feed is in possession of the buyer.

The United States Circuit Court of Appeals at St. Louis affirmed the ruling of Federal District Judge Munger that \$374,911 federal income taxes with interest at 7% for 12 years which would have brought the amount to nearly \$700,000, involved in the case of the federal government against Nels B. Updike and associates in the Updike Grain Co., is outlawed by the statute of limitations. Updike Grain Co. was dissolved in 1917, but the government had maintained it was liable for corporation taxes under the revenue act which was made retroactive to Jan. 1 of that year.

CHICK - FEEDS

Starting and Growing Mashers
Emery Thierwechter Co.
Oak Harbor, Ohio

STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients
EXCHANGE BUILDING MEMPHIS

SHIPPERS OF

RED DURUM

Sulphured and Natural Oats
Barley Buckwheat and other
grains for poultry feed

ARCHER-DANIELS-MIDLAND CO.

Grain Department
MINNEAPOLIS, MINN.
Elevator Capacity, 2,500,000 Bushels

FAIRMONT'S

Pure Flake Buttermilk

9 Large Plants
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.
OMAHA, NEBRASKA

"Feeds and Feeding"

ILLUSTRATED
19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

Grain Dealers Journal
309 S. La Salle St., Chicago, Ill.

Grain and Soy Beans Stimulate the Development of Manchuria.

Manchuria is a great plains region bordered by Siberia on the north, Mongolia on the west, the Gulf of Liao-Tung and the Yellow Sea to the south, the Japanese territory of Chosen on the southeast and the east. A part of South Manchuria divides the Gulf of Liao-Tung and the Yellow Sea and near the point on the side bordered by the Yellow Sea is the city of Dairen, important in that it is a seaport and a manufacturing town and an active shipping center for Manchurian exports.

The South Manchuria railway lines extend from Port Arthur and Dairen northward to Changchun where they connect with the Chinese Eastern lines which continue northward thru North Manchuria, to Harbin and beyond. The railroads, offering transportation and means of communication with outside trade centers, have been of greatest importance in the agricultural development of both North and South Manchuria.

About 1,500,000 Chinese immigrants from North China and other war-torn sections settled in districts near Harbin and bordering the Chinese Eastern Railway during the year. They brought additional acreage under cultivation creating active trade for both the railroads and merchants. Sales of farming machinery doubled the volume of the previous year.

Record-breaking crops were produced in North Manchuria last year, totalling 12,220,000 tons against 11,055,000 tons in 1927, an increase of more than 10%. Soy beans increased to 4,059,000 tons against 3,278,000 tons the previous year. Wheat lost a little, dropping to 1,013,000 tons against 1,148,000 tons in 1927, due to excessive rains which lowered the yield. Kaoliang, a kafir-like crop used for both human and animal food, chiefly raised for domestic use, accounted for a tonnage about equal to that of soy beans.

About 3,300,000 tons of grain are available for export from a crop of such size. North Manchuria consumes about 5,000,000 tons and saves about 1,500,000 for seed. Last year the grain acreage totalled 20,808,000 acres, an increase of 4% over the previous year.

Railway construction in North Manchuria has continued and last year the Hu-Hai line was completed to Hailun, a point 120 miles north of Harbin. This new line serves the fertile Hulan River Valley, a large wheat producing section.

Among the Manchuria industries being rapidly developed is soy bean milling, preparation of soy bean meal, manufacture of starch from soy beans, kaoliang, corn and potatoes, of hard oil, stearine, glycerine, gelatine and soap from soy bean oil, of kaoliang products and by-products, including calcium lactate, from which lactate acid is made, widely used in fermentation, dyeing, tanning and other industrial enterprises. Hemp and jute bags are made in domestic factories which prosper because soy beans are mostly handled in bags.

SOY BEANS are the most important money crop in Manchuria and soy bean milling is the most important industry. The Manchurian bean is divided into four classes according to color. These are yellow, white eyebrow, green, and black. About 20% of the cultivated territory is devoted to them. To facilitate marketing the South Manchuria Railway has organized a "mixed storage system." Under this method

and negotiable receipts are given for them which call for delivery of like quantities and qualities at terminal points.

Native oil mills are found thruout Manchuria in which the beans are ground by power furnished by mules or donkeys and the oil is expressed by hand. By this system 133 lbs. of beans will give 12½ lbs. of oil and 122 lbs. of cake. Mills of this character are suffering because the cake produced carries too much moisture and is unfit for export thru the tropics.

The Japanese have put in power expellers making use of steam, gas, electric and water power. These are more efficient and extract greater quantities of the oil, leaving a drier and more satisfactory cake.

The South Manchuria railway was instrumental in developing the chemical extraction method, which was later turned over to private interests for commercial exploitation. By this method the beans are soaked in benzine until the oil is dissolved. Heating the compound separates the oil and the benzine, recovering practically all of the oil. By this means 133 lbs. of beans will give about 17½ lbs. of oil and 106 lbs. of residue, which is left in the form of a meal instead of a cake.

Exports of cake and meal by-products of the soy bean milling industry to United States last year increased by 40% over the exports of the previous year.

Future Trading Report of Millers.

B. J. Rothwell, chairman of the Com'ite on Future Trading of the Millers National Federation, at the recent annual meeting of the Federation reported as follows:

The Com'ite on Future Trading begs to report that promptly after its appointment it was determined that immediate effort should be devoted to securing, through the Grain Futures Administration of the United States Department of Agriculture, compliance with the several times repeated request of the Millers National Federation for more prompt and more complete publicity as to the daily transactions in speculative "future" trading grain markets. Specifically, this request was that there be published daily, in segregated form:

First—The volume of "future" sales of the principal grains—wheat, corn, oats and rye.

Second—The volume of sales in each active "future" separately.

Third—The volume of outstanding contracts in each active "future."

The matter was taken up vigorously by the com'ite, with the active co-operation of President Anderson. As a result the Secretary of Agriculture rendered a favorable decision, and since the first of July, 1928, the above information has been published daily.

This information is of decided advantage to millers who are obliged to operate in "future" trading markets in hedging their purchases of wheat or sales of flour, and enables them to form a more accurate judgment as to months or markets in which their hedges can most safely be placed.

The com'ite has under consideration certain suggestions of the Grain Futures Administration to the Grain Trading Markets for their voluntary adoption, for example:

Possibility of bringing about a closer relation of price movements in "cash" grain and "futures."

Shortening of the period of "future" trading, now, in instances, covering period of ten to eleven months in advance of maturity.

Limitation of volume of purely speculative lines (no restriction of bona-fide hedging being contemplated).

Stoppage of trading in current "future" on 20th of the month, balance of the month being allowed for completion of deliveries or settlement of outstanding contracts.

The com'ite expects to report definitely at the semi-annual meeting, to be held in November next, on these and other questions bearing upon increased safety of "hedging."

Clean, White Louisiana SALT

99.84% Pure

Free from shale, moisture, organic matter, adulterants.

Best for Your Trade.

Will not cake or harden.

Costs no more.

Get samples for feed mixing.

Splendid profits for Dealers.

Myles Salt Co., Ltd.
New Orleans, La.

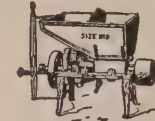
H. B. NAY

Sales Representative

360 N. Michigan Ave., CHICAGO, ILL.

BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



"COMBINATION" MILLS
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. BowsHER Co., South Bend, Ind.

What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain Dealers Journal, Chicago, and information on where to get what you want will be immediately sent you.

Attrition mills	Gluten, feed, meal
Alfalfa meal	Hammer mills
Blood, dried	Iodine
Bone meal	Iron oxide
Buttermilk, dried, semi-solid	Linseed meal, cake
Calcium, carbonate, phosphate	Meat meal, scrap
Cocoanut oil meal	Minerals
Cod liver oil	Mineral mixtures
Charcoal	Molasses
Commercial feeds	Oyster shell, crushed
Cottonseed meal, cake	Peanut meal
Feed mixers	Phosphates, rock
Feed concentrates	Potassium, chlorid
Feeders for mills	Iodide
Fish meal	Salt
Formulas	Screenings
	Skim milk, dried
	Soybean, meal
	Tankage
	Yeast for feeding

Information Bureau

GRAIN DEALERS JOURNAL

309 S. La Salle St.

Chicago, Ill.

PRINTED, UNPRINTED

BURLAP BAGS COTTON

NEW or SECOND-HAND NEW ORLEANS

MENTE & CO. INC. BAGS

I. T. RHEA
Pres.

SAVANNAH
DALLAS

Feed Grinder

ENTERPRISE, KAN.—R. W. Zeigler has opened a feed mill.

LAFAYETTE, ILL.—Hulstrom & Peterson have installed a feed grinder.

OSKALOOSA, IA.—J. H. Wake has installed a new ton feed mixer in his stock feed manufacturing plant.

ROCKVILLE, IND.—Custom grinding will be done by the newly organized Steventon Bros. Feed Mill & Feed Store.

MANLIUS, ILL.—A feed mill will be installed in an additional building being erected by the Manlius Grain & Coal Co.

ORLANDO, OKLA.—We contemplate installation of a hammer mill within two months.—E. J. Murphy, Guthrie Cotton Oil Co.

PERRY, OKLA.—We expect to install a larger hammer mill in our feed grinding plant this summer.—R. W. Treeman, Treeman & Munger.

LINTON, N. D.—The Farmers Elevator Co. will enlarge its elevator and put in feed mill equipment this summer.—A. W. Rowlee, Aberdeen.

LAUREL, MONT.—S. M. Thornton will reopen the Laurel Flour Mill for grinding and manufacturing feed. Proper equipment was lately installed in the plant, which he owns.

HARRISON, O.—I have just installed a 40-h.p. hammer mill. Am expecting to install a mixer, but am not certain about it yet. Have a sheller now, 60-bu. per hour capacity.—Schlemmer Feed Co.

GALLIPOLIS, O.—Bush's mill has been leased by the Gallia County Produce Co., which will do custom grinding two days a week after adding to the machinery a hammer mill and a feed mixer. Grain and feed ingredients will be purchased in carload lots.

SHARP GRINDER PLATES mean a saving of \$10 per month in the power bills of O. E. Packard of Charlotte, Mich., the volume of grinding being a constant factor. He states: "When we change from dull to sharp plates, as we do three times a year, our power charge drops at least \$10 per month on the same amount of grinding. If we could keep our plates sharp see what a saving it would be in 5 years. We picked out three sets of plates to be returned for resharpening, but on examination we found them all nicked up from iron. We are very much interested in a magnetic separator as we have lost many plates from metal. Last week we took an axe off our scalper, and separator teeth are very common to find in the grain."

Millers Report on Cuban Duty.

Thad Hoffman, chairman of the foreign treaty com'te of the Southwestern Millers League, reported to the recent convention, as follows:

The data submitted by our special com'te shows that the flour exports from the United States to Cuba have been running around 1,200,000 bbls. per year. The flour receipts indicate that the five large milling concerns in Buffalo have increased their shipments to Cuba from 329,000 bbls. in 1926, to 569,000 bbls. in 1928, or a gain of 73%. On the other hand, the mills of the Southwest and the Southeast have dropped from 581,000 bbls. in 1926, to 318,000 bbls. in 1928, or a loss of 55% in three years.

The latest report from the Department of Commerce, Washington, shows that imports of wheat from Canada into bonded mills grinding flour for export, in the nine months ending March 30, 1929, amounted to 17,020,000 bus., compared with 11,985,000 bus. in the same period last year. This means an increase of nearly 50% in the amount of wheat imported from Canada into bonded mills in the last nine months, truly an alarming situation from the standpoint of the millers and wheat producers of the Southwest.

Why Add Vitamins to the General Ration.

From address by D. E. Hale, supt., Yeast Foam Experimental Plant.

Many of our teachers and agricultural advisers tell us that you can get all of the vitamins you need from the regular mixed diet and that you do not need to add vitamins or minerals to the regular ration. That is not a fact.

Medical authorities have also made the same statement that we did not need these vitamins added to our regular ration. Dr. Cramer, an internationally known scientist, in lecturing before the British Medical Society, was telling the British army incident of how the yeast extract saved that army. He also said: "You men have been saying that it was not necessary to add these vitamins to the regular ration; I hold you to be mistaken." He then proceeded to show how the vitamins were killed and removed from our regular rations.

Eugene Christian in one of his ten booklets on vitamins has a chapter entitled: "The Romance of Yeast." Says he: "We have seen that certain kinds of yeast are rich in vitamin. Yeast has a wonderful function to perform in nutrition. It builds NITROGEN INTO PROTEIN. Our bodies must have nitrogen, our tissues are built on a foundation of nitrogen. Yet the body cannot assimilate or build into itself pure nitrogen. This natural element must be built up into the form of protein first. The yeast absorbs nitrogen from the media in which it lives, builds it up into protein and makes it available to us in that form.

"Yeast also builds up fats, as well as proteins. It forms its fats from the sugars, or carbohydrates, of the elements in which it lives. It has been found by chemists, that yeast contains a chemical substance called lecithin that is very necessary in the food of growing children to promote their bodily growth. So we have to thank yeast for valuable proteins, fats, mineral sales and vitamins, but that is not all.

"Enzymes of many kinds are needed by the human body to split up food elements into simpler compounds that the body can use in building tissue, bone and nerve. Yeast is a valuable source of these enzymes which, in the body digest starch, proteins and fats.

"And the process by which yeast gathers up all these indispensable elements from its surroundings is called fermentation."

Adding Yeast to Dry Mash.—We had been carrying on some feeding experiments by adding yeast to the dry mash, and we got such good results that we figured if we could ferment some of that mash and partially predigest it, we should get better results.

Fermented Mash.—We were warned not to ferment for more than two hours. We started with a 12-hour fermentation and got such good results we ran it to 24 hours and results were again improved and so satisfactory that our birds have for the past three years had their 24-hour fermented mash every day.

These feeding tests brought about the analytical tests spoken of above and showed an increase of between 9 per cent and 10 per cent in protein content, but we did not know the reason until we found Mr. Christian's story of yeast. These practical tests were reported and tried all over the country and hundreds of poultry raisers have tried them and got the same results, and the plan has been quite generally established.

The results were more eggs, heavier eggs, hens laying over a longer period of time, better hatches, because the hen had the vitality to put into the egg to grow properly the chick in the shell. Better livability because the chick was better supplied with the vitality necessary to stand the abuse of its first few days of existence. These results because the yeast made for a better digestibility, as Mr. Christian explained, a development of lactic acid, more protein, and really made the feed go farther and give a maximum amount of food value. The birds were able to assimilate more of the nutriment because they were broken down, separated and partially digested, as Christian explained.

Future trading is increasing in the unrestrained exchange of the Liverpool Corn Trade Ass'n, according to the annual report of the retiring president. More use of the futures market is being made by hedgers and those who take delivery.

Resignations of pool officials of Canada have not been handed in or demanded, as rumored. The responsible heads of the Canadian Co-operative Wheat Producers, Limited, enjoy the confidence of the rank and file, and rumors of dissension are officially denied.

J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal
Brokerage Exclusively
400 New England Bldg. Kansas City, Mo.
327 So. La Salle St., Chicago, Ill.

HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.
Grain, Screenings, Mill Oats

GROUND FEEDS

Straight Cars Mixed Cars
Operating HIAWATHA MILL

Carey-ized

SALT

is

Better Salt

—a kind for every purpose



Our national advertising makes it easier to sell Carey-ized Salt.

Order a Carey Mixed-Car Shipment — any amount of each kind. Profit on every item — and keep customer good will!

The Carey Salt Co.

Hutchinson, Kansas

Omaha, Neb.

St. Louis, Mo.

Kansas City, Mo.

Tramp Iron Dulls Plates in Feed Mills.

It is quite apparent that some feed grinders have been thinking seriously about tramp iron since our bulletin was issued a year ago and have acted promptly, for we now have over twenty-five magnetic separators installed ahead of feed mills in Michigan and western New York. Many others will install magnetic separators this summer.

In our first bulletin, we claimed that there would be considerable saving in power if the plates or hammers in your feed mill could be kept sharp. We also stressed the saving in plates and repair cost as well as the advantage of being able to advertise to your Farmer

customers that feed ground through your mill was absolutely free from tramp iron and therefore safe to feed his stock. We are primarily interested in our fire prevention angle of this matter and grinders should be also for the tramp iron listing of actual fires and accidents caused by tramp iron in mills certainly shows the need of magnetic separators. We find, however, that an actual saving in dollars and cents in operating cost appeals to the average feed grinder more than anything else.

While all operators agree that it takes more power to grind feed with dull plates than sharp plates, there has been some question as to whether the savings were as great as we claimed. One of our policyholders, who keeps a very accurate check of his power cost, re-

ports a saving of \$10.00 per month based upon an average power bill of \$70.00 for grinding feed only, making a saving of better than 14%. At a conservative figure, the average feed mill can save \$100.00 per year on power, plates and repairs, if an electro-magnetic separator is installed. This means that you would pay for your separator in less than two years and at the same time you would eliminate the possibility of a serious fire caused by tramp iron.—Very truly, Michigan Millers Mutual Fire Insurance Co., by L. P. Dendel, Ass't Mgr. Mill & Elevator Division, Lansing, Mich.

General Foods Corporation will be the new name of the Postum Co. if the stockholders at a special meeting June 27 approve the change recommended by the directors.

A Feed Grinding Elevator.

The customer's convenience and economy of labor are among the chief considerations controlling the arrangement of the grinding equipment in the plant of the Grenola Mill & Elevator Co., at Grenola, Kan.

Ear corn is run from the farmer's wagon into a No. 0 fan discharge Sidney Sheller set in the pit. An agitator on top of sheller keeps corn from bridging in throat of sheller. From the sheller the corn and cobs are elevated to a bin over the grinder. From the bin the corn and cobs are conveyed by a specially made feeder to the hammer mill.

Grinding is done thru a No. 3 type W Jay Bee Mill, equipped with a magnetic separator to remove old iron, and direct driven by G. E. 50-h.p. electric motor. This mill is used to grind ear corn, oats, barley, wheat, and anything that it is desired to grind very fine or that can not be ground on the roller mill with which the plant is also equipped.

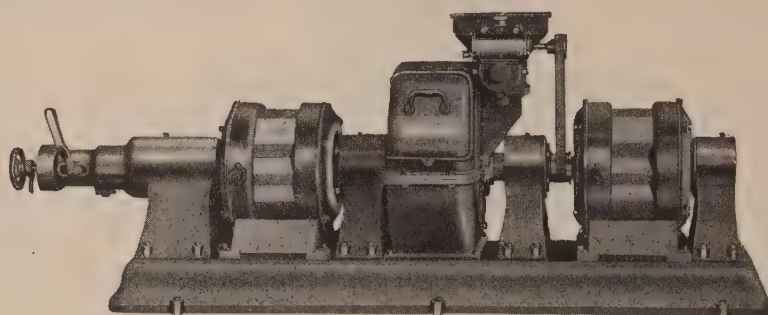
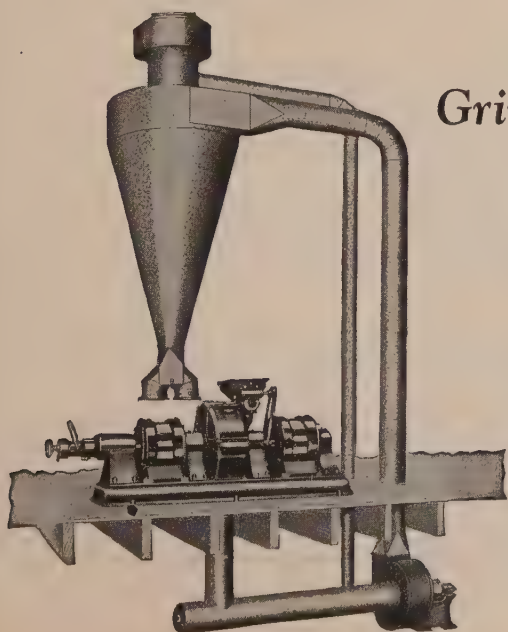
All ground feed is blown from mill to air separator in top of house and spouted wherever wanted. Nothing has to be handled by hand except the bagging. Power is economized by the use of S.K.F. Bearings thruout.



Feed Grinding Elevator of Grenola Mill & Elevator Co., Grenola, Kan.

The MONARCH

Ball Bearing Attrition Mill



Grinds Cheaper Because It Uses Less Power

No method of grinding ordinary grains has been found that takes so little power as that of attrition grinding. That coupled with the fact that the Monarch is built to serve a lifetime makes a Monarch Ball Bearing Attrition Mill a most profitable investment. Write for Catalog D and latest circular describing this Mill equipped with Pneumatic Products Collectors.

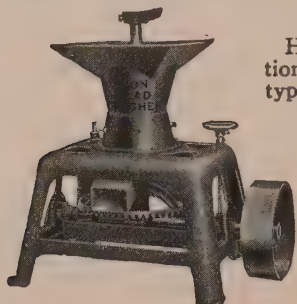
SPROUT, WALDRON & CO.
1107 Sherman Street
Muncy, Pa.

Chicago Office, 9 So. Clinton St.; Kansas City Office, 612 New England Bldg.; San Francisco Office, 726 Harrison St.

Flour Mill Machinery — Feed Mill Machinery — Grain Elevator Equipment — Material Handling Equipment — Power Transmission Appliances

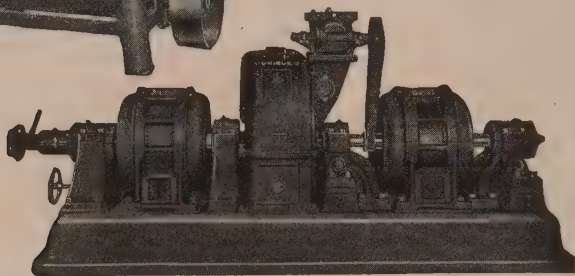
OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.



FEED GRINDERS

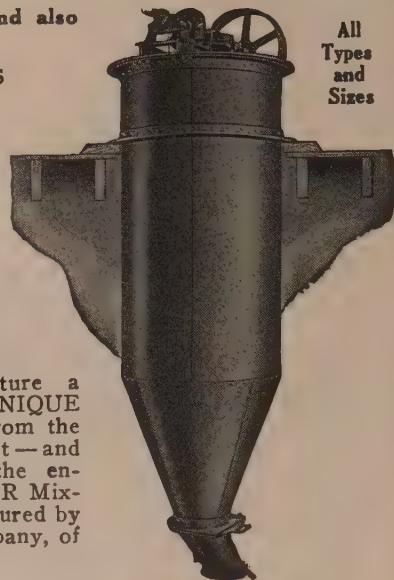
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces **MORE** and **BETTER** grinding **CHEAPER**.



FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



All
Types
and
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA
CHICAGO OFFICE—222 W. ADAMS ST.

Established 1878

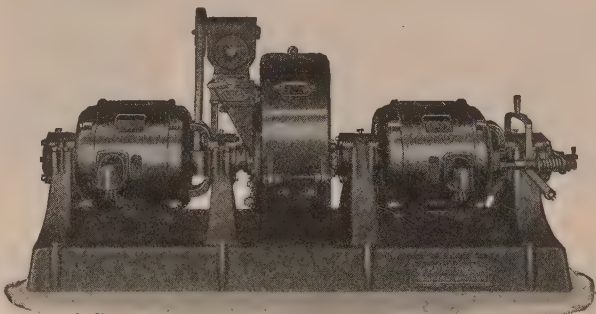
Bauer

Established 1878

ATTRITION MILLS

BALL BEARING

ALEMITE LUBRICATION



BELT AND MOTOR DRIVE

SEVEN SIZES

Interior easily accessible. Automatic quick release, pressure relief springs.

Feeder is ball bearing, noiseless, has bronze gear with hardened steel worm.

Suspended motor construction. Rotor and stator always centered. Ammeter with all Motor Mills.

The BAUER BROS. CO.

Manufacturers

"BAUER" HAMMER MILLS, CRUSHERS, ETC.

Springfield

Ohio

Too Many Buyers

Read this letter received from
Cook Bros., Woodward, Iowa.

Grain Dealers Journal, Woodward, Iowa.
Chicago, Ill.

Gentlemen:—You may take out our two ads as we have received two checks for the mill and closed a deal for a motor, both results from the first issue of your Journal containing our ad.

Yours very truly,
COOK BROTHERS.

Here are the ads referred to

MACHINERY FOR SALE

FOR SALE—Three Roll Willford Mill in good condition; \$50.00 buys it. Cook Bros., Woodward, Iowa.

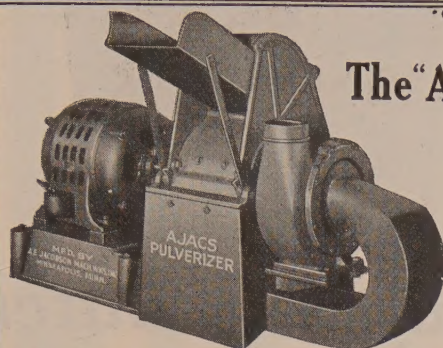
DYNAMOS AND MOTORS

We want a 7 to 10 Horse Direct Current 600 Volt, about 1000 Revolutions per minute, Electric Motor. Write Cook Bros., Woodward, Iowa.

This is only one of many instances where the "WANTED—FOR SALE" columns of the Grain Dealers Journal, Chicago, have proven to grain elevator owners the logical market place for Second-Hand Machinery.

These ads cost but 25c per type line each insertion.

Jacobson
GRINDERS



The "AJACS" Will Do MORE Than We Claim It Will!

The surprising records made by "AJACS" Grinders are due to the many patented features built into these machines **exclusively**. The principal factor in the greater capacity of this equipment is the rasp-like, self-sharpening, cutting and shredding plate. No wonder the firms that buy **one** "AJACS" find it so profitable, that they install a second—and often a third! They all agree that it does **more** than we claim it will!

A. E. Jacobson Machine Works, Inc. 1088 Tenth Avenue, S. E.,
Minneapolis, Minnesota

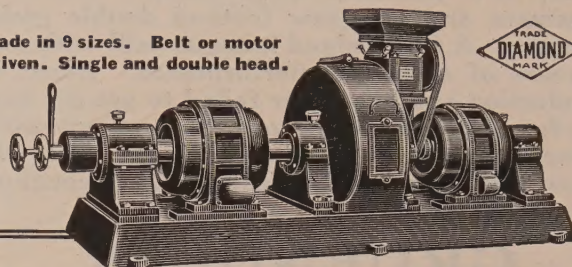
Grinding Pays in Many Ways

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

Made in 9 sizes. Belt or motor driven. Single and double head.



DIAMOND Ball Bearing ATTRITION MILLS

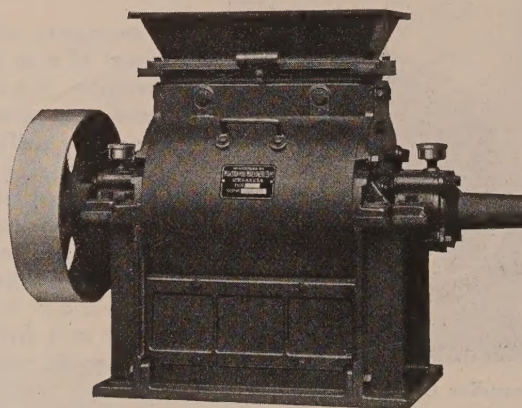
will **increase** your grinding **profits** and keep your overhead down. Make us prove it. Write today.
Diamond Huller Co., Winona, Minn.

Space is too limited

in an advertisement to tell you of all the features found in the new and improved Munson Corn Cutter.

Mention may be made of the heavy one-piece rotor, which actually cuts power costs; of the large screen surface for greater capacities; of the accurate machine work and construction; or of the long life cutting knives which are the best money can buy—but for full and complete details let us send you our latest literature.

Drop us a line or better still, use the coupon attached—it will be well worth your while.



Ask about our Batch Mixers,
Attrition mills, Corn crushers,
Bolting and Grading machinery,
etc. Our Engineering Department
is at your disposal.

Munson Mill Machinery Co.

Established 1825

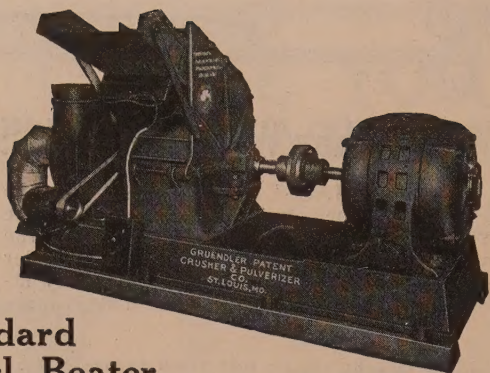
Utica, N. Y.

Please send us catalog of

Name

Address

G. D.



New Standard Whirl Beater Custom Hammer Mill

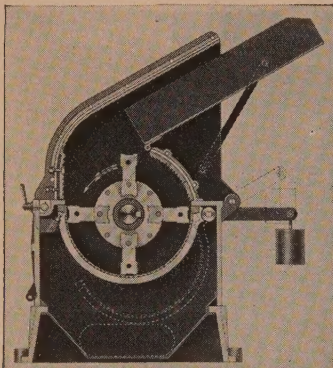
with built-in spout magnet and enclosed type generator, new patented quick-change screen arrangement and new saw toothed double ended hammers. A full fledged hammer mill with over 45 years of successful performance. Needs no introduction and has never failed to get the business for Gruendler users over that of any other known principle of grinding in custom mills, elevators and commercial feed mills throughout America and known as

GRUENDLER

America's Leading Hammer Mill

A Mill Without a Competitor

Do not be influenced by comparisons with old style Gruendler Mills, of which there are many thousands still in successful operation, as against present day methods and modern improvements that are the outstanding features of "GRUENDLER PROGRESS" today.



Gruendler Correct Principle

As pioneers of the Swing Hammer principle and as manufacturers of over 70 different types and sizes for various industries, the Gruendler is still at the top as the most profitable Grinder that money can buy regardless of cost.

GUARANTEE

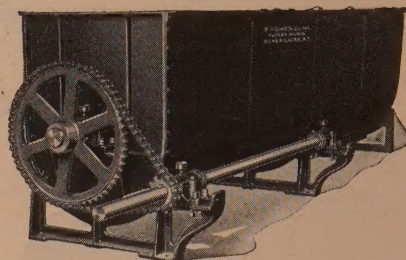
Gruendler Standard Whirl Beater custom Grinder guaranteed to give the greatest capacity and the most uniform fineness power for power over that of any known principle and will install anywhere on thirty days' trial along side of any mill you are now operating and no strings attached.

All sorts of claims are being made by Hammer Mills recently placed on the market, but anyone wishing to install mills for comparative tests, which are usually expensive to operator, will find Gruendler ready to meet the requirements.

Write for further particulars and let us explain fully in order that you may compare with your present equipment.

GRUENDLER CRUSHER & PULVERIZER CO.
2915-17 North Market St. ST. LOUIS, MO.

A Gruendler hammer mill for every grinding need in elevator, custom feed mills or commercial feed plants.



"Eureka" Batch Feed Mixers

Silent Roller Chain Drive

for making

Feeds of Uniform Analysis

More Batches produced per hour
with less power

Send for Catalog 115-J

S. HOWES CO., INC.
INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N. Y.

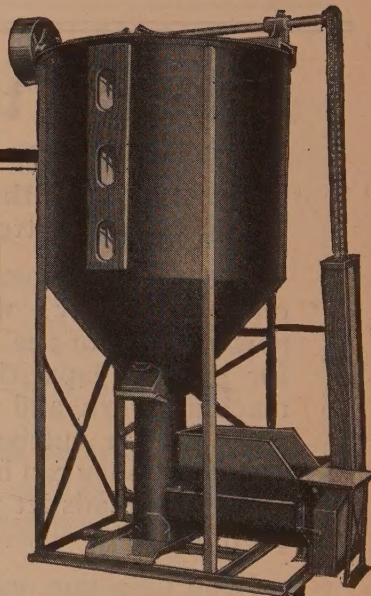
The HAINES feed MIXER

THE MIX IS ALWAYS
VISIBLE

A self-contained unit shipped completely assembled ready for operation as soon as connected to power. No extra parts or elevators necessary. No mill-wright labor required. Easily set up or moved.

Manufactured in two sizes:
No. 1 Mixer capacity 50 cubic feet or 40 bushels.
No. 3 Mixer capacity 100 cubic feet or 80 bushels.
Either size furnished with pulley for belt drive or with electric motor and reduction gears for independent operation.

WE WANT LIVE SALES REPRESENTATION IN
OUR OPEN TERRITORIES



Send for Bulletin
No. 18-G

THE GRAIN MACHINERY CO.
MARION-OHIO

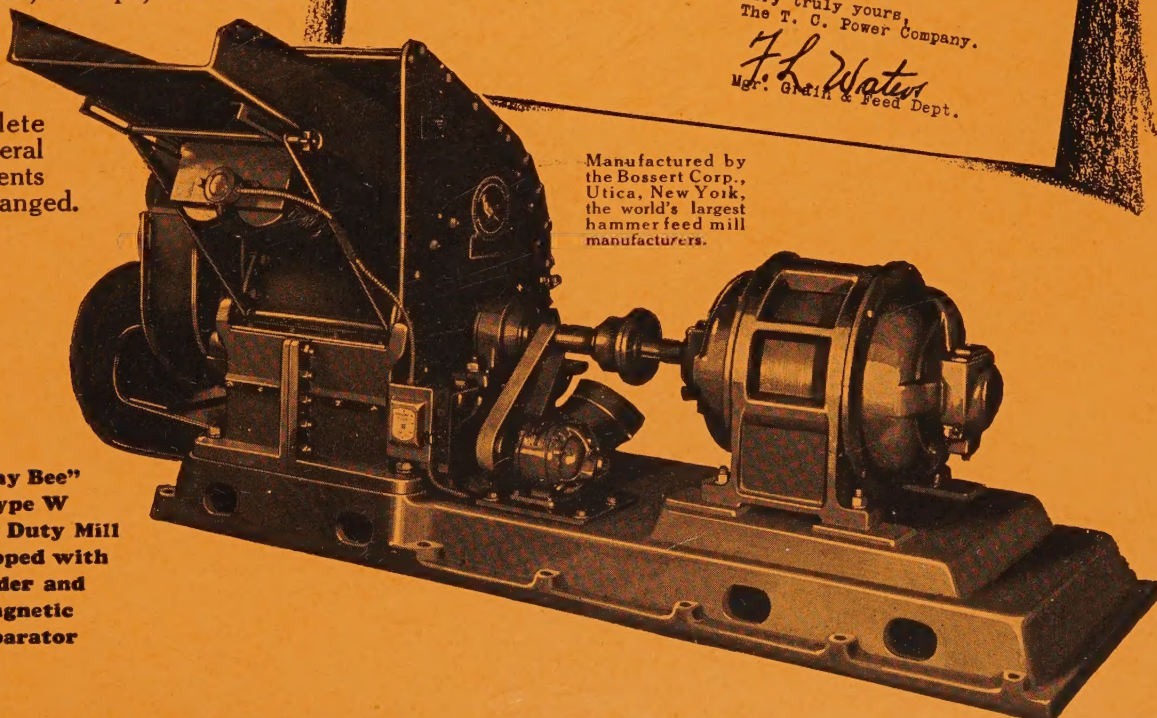
Facts or Claims?

As proof of "Jay Bee" conservatism in capacity statements and as proof of long life and efficiency of "Jay Bee" mills, we publish the letter at the right (copy of original letter to National Miller sent to our office—by T. C. Power Co.)

Another evidence of "Jay Bee" popularity, and unequaled grinding performance and maintenance economy is the fact that there are **over 11,000 "Jay Bee" mills in use**—there are more "Jay Bee" mills in use in the milling industry than all other hammer mills combined.

We have a size and style mill to meet any grinding and power requirement: from 12 H. P. to 100 H. P. for belt, tex-rope, and direct connected drives. Write for literature and complete details. Liberal time payments may be arranged.

**"Jay Bee"
Type W
Heavy Duty Mill
Equipped with
Feeder and
Magnetic
Separator**



J. B. SEDBERRY, INC., 76 Hickory St., Utica, N. Y.

J. B. SEDBERRY CO., 819 Exchange Avenue, Chicago, Ill.
JAY BEE SALES CO., 442-444 Live Stock Exchange Bldg., Kansas City, Mo.
311-312 Terminal Warehouse Bldg., Omaha, Neb.

THE T. C. POWER COMPANY
Agricultural Implements
Field and Grain Seed
Hay and Feed
Grain Elevator

The National Miller,
628-30 Jackson Blvd.,
Chicago, Ill.

Helena, Montana
January 25, 1929.

Gentlemen:

The writer was much interested in the article on the new _____ hammer mill published in the National Miller for the current month.

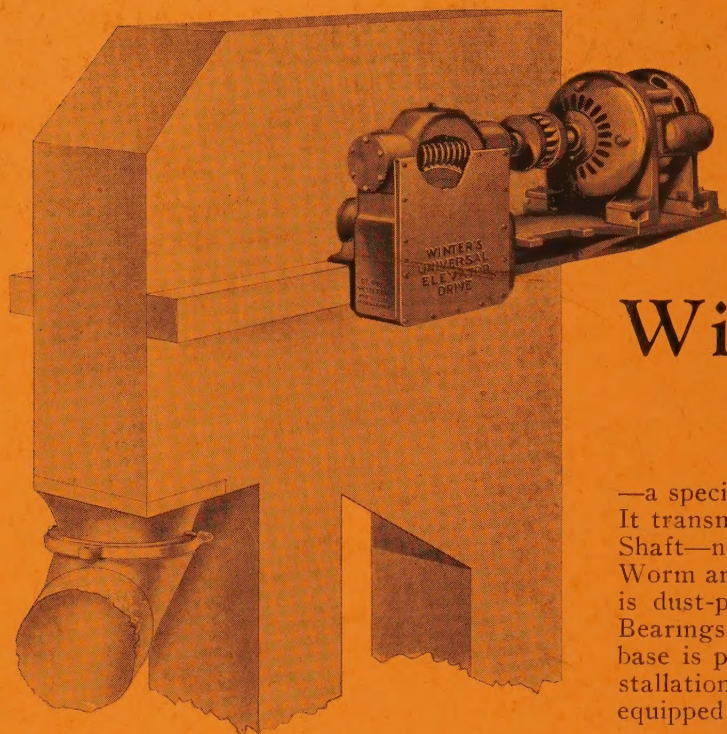
My impression was that our five-year-old Jay Bee Mill was capable of showing as good results as regards pounds per hour per horse power, so merely to satisfy my own desire for information as to the efficiency of our mill, I timed the mill on two custom jobs. Both were common hull barley just as the threshing machine turned it out and ground over a 5/16th screen. The total amount was 6225 lbs., enough for a fair test, and it went through at the rate of slightly more than 3900 lbs. per hour, using 28 horse power. This is better than 150 lbs. per hour per horse power.

If it is worthy of mention that the _____ will grind 100 lbs. per horse power hour over a 1/3 inch screen, how about our veteran Jay Bee with hammers a good deal worn grinding 50% more over a slightly smaller screen?

Very truly yours,
The T. C. Power Company.
F. L. Waters
Mgr. Grain & Feed Dept.

Manufactured by
the Bossert Corp.,
Utica, New York,
the world's largest
hammer feed mill
manufacturers.

WE MAKE A DIRECT DRIVE TO— CUT YOUR OPERATING COSTS



YOU can enjoy, as hundreds do, a saving of 20% to 50% on power alone. No more needless breakdowns—no costly repairs—no replacements of counter shafts, belts, chains or sprockets. Consider now the simplest, strongest and the most efficient Elevator Drive, with **only two moving parts** working in smooth conjunction—

Winter's Universal Elevator Drive

—a specially designed Worm Drive of proven performance. It transmits the power from the motor direct to the Head Shaft—no lost motion, no power waste, no vibration. Worm and Worm Wheel run in a bath of oil. The housing is dust-proof and oil-tight. Timken Anti-Friction Roller Bearings. For exact and permanent alignment, the motor base is prefixed to the gear housing. All one compact installation—substantially a direct part of the leg, and equipped with an absolute backstop mechanism.

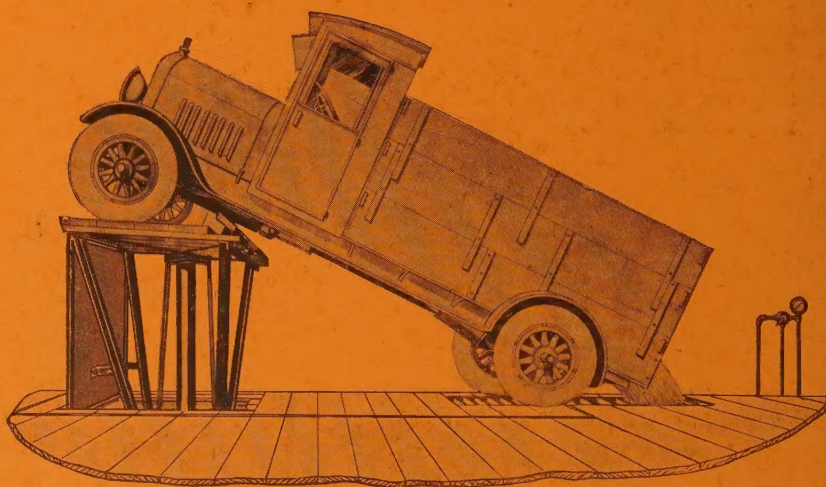
A Worthy Companion of Winter's Universal Elevator Drive

IS THE

WINTER'S TRUCK AND WAGON DUMP

All Steel Construction

UNLIKE ordinary Dumps, the lifting pressure is directed to the four corners of the platform. Regardless where load is placed there is no binding—platform cannot sag—smooth, even operation with 60-inch travel. Two wheel-locks automatically engage the front wagon wheels to position the load as platform rises. No costly change of pit is necessary to handle both wagons and trucks. Platform provides ample clearance when used in connection with scales.



The Winter's Dump, like the Winter's Drive, pays for itself quickly. Both will cut down operating costs. Both eliminate delays when delays cost money. Write today for facts, prices, and names of users in your locality.

Clow-Winter Manufacturing Company
MINNEAPOLIS, MINN.